

Hospital consultants plan work-to-rule

At 750 consultants and senior staff could be involved from working to rule in National Health Service hospitals in the north of England. The specialists are angry at Mr Castle's statement on Friday that...

the Government would act during the present parliamentary session to phase out pay beds in health service hospitals. Protest action could begin by specialists in other parts of the country after a meeting in London on Wednesday of consultants' representatives. The con-

sultants are aggrieved at what they consider to be inadequate consultation. The main effect on patients of the working to rule would probably be delay for those not in need of urgent treatment.

Mr Huckerby, chairman of consultants in hospitals in the north of England, said he would like to rule today in what he described as the start of a 'situation between doctors and Government over the way to phase out pay beds in National Health Service hospitals. Industrial action was given the go-ahead by Mrs Secretary of State for Health, Mrs Castle, on Friday...

They would also decide whether to withdraw from the Government working party discussing pay beds, as a result of Mrs Castle's remarks. Dr Asley said feeling was very strong all over the country. Mrs Castle has prejudged the issue, it is hardly worth talking about now. Normally the BMA centrally would determine the strategy for any form of protest action, but in this case the consultants in the North have gone it alone, without waiting for detailed consultation with all the doctors involved.

rule would mean that the consultants would deal with only about two thirds of the present number of patients they see. He emphasized that urgent cases would be dealt with, but he pointed out that many consultants were working as much as 60 hours a week, and that under their 'part-time' contracts they were paid to work only 38 hours. Thus if they worked for the statutory number of hours only, many patients would have to wait for treatment. Dr Derek Stevenson, secretary of the BMA, said last night that the pre-emptive of the working party's findings on the issue of pay beds had caused 'the strongest resentment' among doctors. 'The Government has a lot to answer for by precipitating a head-on confrontation while talks are still in progress. He added that this was only one aspect of the current handling by the Government of dealings with doctors which was causing mounting disquiet. Dr Stevenson pointed to the long delay in the issue of the report of the review body on doctors' and dentists' pay and suggested that it was not surprising that there were strong reactions to it. He also offered a veiled warning by adding that the BMA's proposals for sanctions by doctors, which have been under discussion for a considerable time, were on their way to the profession, clearly indicating that if the doctors decide on action, then they will have carefully thought out plans ready for use.

The Hospital Consultants' and Specialists' Association, which represents about 5,000 of the 12,000 consultants in Britain, is not likely to start any action this week, but its executive officer, Mr Brownlow Martin, said yesterday that feeling among members was 'extremely high'. They felt it was wrong to take immediate action before consulting their members and before hearing the full facts. Mr Martin said they expected to find out more from the Government on Thursday, when the working party which is considering pay beds meets to discuss private doctors' contracts and private practice. He said the association had various plans but would not be calling for action before next Sunday, when it was holding a full council meeting. 'It is possible that we might support the BMA action, or that we might take different action.' The association has just set up an employment agency, which can help to provide alternative employment for consultants who resign from the National Health Service. About 2,000 consultants have registered with the agency, after only one week, and Mr Martin thought this was an indication of the dissatisfaction with the present system. It is probably significant that the most evident militancy among the consultants is in the North, where most private patients are treated in health service hospitals because there are very few private nursing homes or hospitals. Thus a consultant unable to pay pay beds in an NHS hospital could find it impossible to carry on private practice. Working to rule could mean that patients with less urgent illnesses would have to wait at home to be called into hospital. Mrs Castle, speaking on BBC Radio yesterday, said that when the BMA and others saw details of the Government's plans to scrap pay beds 'they will realize that we are trying to secure the interests of everybody in the health service'. She wanted to have an orderly and, if possible, an agreed transfer to the new system. She denied an allegation by Mr Reginald Murley, president of the Fellowship of Freedom in Medicine, that the Government had indulged in double talk.

Simonstown phase-out by Britain probable

Foreign and Commonwealth Office spokesmen were at pains neither to deny nor confirm reports at the weekend that Mr Callaghan, the Foreign Secretary had circulated a paper on the Simonstown Agreement to Cabinet colleagues. This almost certainly means that a paper has been circulated. It was reported to have recommended an ending of the use of Simonstown by the Royal Navy, but a steady reduction in the number of British ships from now on seems more probable. The Simonstown Agreement provides that it can be terminated only by mutual agreement. In fact of the recent attacks from the left wing of the Labour Party, reports of such a recommendation are clearly aimed for Mr Callaghan, showing that he intends in practice to phase out the agreement with South Africa. The fact is that the oil of Nigeria and the copper of Zambia are nowadays much more important to Britain than trade with South Africa. The reports are also significant as it may be inferred from them that few British ships will be passing round the Cape in future. This is a further sign that the defence review, when completed, will recommend the closure of all or almost all British commitments east of Suez. Our Defence Correspondent writes: The Royal Navy would be disappointed, but not unduly surprised if the Government decided to end the agreement. In peacetime the Navy regards the facilities as useful but no longer essential. Task forces plying between Britain and the Far East call in to take on fuel and fuel oil to allow sailors to stretch their legs ashore. Then they usually exercise with the South African Navy before proceeding. But most of these facilities could be found elsewhere and the joint exercises are probably more valuable to South Africa than to Britain. As for the need to protect the Cape route, a far greater threat to Britain's oil supplies is thought to arise from hostile ships nearer to the sources of the oil in the Persian Gulf. Michael Knipe writes from Cape Town: South Africa is watching the situation with concern but the belief here is that the British Government will stop short of abandoning the base. Reports that the British Cabinet has decided to tear up the agreement have been greeted with scepticism in Government circles. The communist threat in the

Mr Walker joins Tory debate on future with challenge to right wing

By David Wood Political Editor Mr Peter Walker, a Conservative front-bencher or Cabinet minister since 1965, yesterday joined sharply in his party's public discussion of leadership and policy direction. He did not wholly acquit the Conservative government of 1970-74 of errors, but he took issue with Sir Keith Joseph and other colleagues in the Commons who have criticized Mr Heath's pursuit of the economic and social middle way. Speaking in Droivitch, Mr Walker marked out for himself the ground that would have been occupied by Iain Macleod if he had been able to take part in the Conservative Party's present disputes; and that must be reckoned a courageous rather than a calculated act at a time when the Conservative right wing may be coming temporarily into the ascendant. 'The Conservative Party', Mr Walker said, 'rightly fought the election on the theme of national unity. It would therefore be quite wrong for the Conservative Party to retreat into the bunkers and bolt-holes of narrow, middle-class politics. Like Iain Macleod before him, he appealed for the broadest class base for Conservatism. He rejected laissez-faire economics and undue reliance on monetary policy, and spoke with deep feelings about the evil and waste of unemployment. 'The Conservative Party', he said, 'has remained the governing party in the twentieth century because it accepted the challenge of the nineteenth century by widening the franchise in 1867 and by beginning the process of social reform in Disraeli's ministry of 1874. 'The Conservative Party must face the challenge of the latter part of the twentieth century, the challenge of humanizing the industrial system, with the same confidence and optimism with which they met the problems of 100 years ago. Otherwise, Mr Walker said, the pursuit of simplistic solutions would cause the party to swiftly deteriorate into a small, middle-class party similar to those Scandinavian right-wing parties that have remained almost perpetually out of office. If in the event of a change of leadership Conservative backbenchers decided to skip a political generation, Mr Walker would count to be considered as a possible successor to Mr Heath. But Mr Heath can have no complaint that he showed any want of loyalty at Droivitch.

Sugar men block supply from refinery

Labour Staff supplies of sugar, which is almost unobtainable in some areas, are likely to be reduced as a result of a decision yesterday by the Tate and Lyle refinery at Woolwich to prevent sugar from leaving the works for the next two weeks. A trade union action committee spokesman said the decision had been made in protest against the new agreement signed by Mr Peart, Minister for Agriculture, Fisheries and Food, and other EEC countries, which would greatly increase the supply of refined European sugar in place of unrefined domestic cane. The committee said its decision would place the jobs of cane sugar refinery workers in Britain in jeopardy. 'We do not want to hit the cane or our employers', Mr Peart said. 'But we must bring the public's attention to the fact that sugar workers' jobs in Britain are being lost to sugar from Europe. Woolwich refinery employs about 2,000 workers and produces about 22,000 tons of sugar each week, supplies of southern England. Representatives there are seeking the support of workers in Tate and Lyle's Liverpool and Lyle sugar workers mainly members of the National and Municipal Workers' Union. 'A major mistake', Sir John said on Saturday that 'a stupid mistake' had been made in the pricing of sugar at 20p each 5p rise became the Press Association's instruction in the chain of stores in the previous price for old stocks, Sir John said.



A 1901 Lanchester entry in the London to Brighton RAC commemoration run yesterday.

amb explodes in vest London street bomb exploded in Shepherd Bush, west London, yesterday afternoon. One man was reported injured and there was little damage to property, although the police say where the bomb had planted. The explosion is described as small. A man speaking with an accent resembling the 'Surrey' switchboard and 10 minutes' warning of the bomb was believed to have been placed under a lorry outside a ball in Glen Road used by the Post for Christmas sorting.

£600m investment in coal with productivity the key An investment programme of £600m to raise coal production to 150 million tons a year will be published today by the Government. But the announcement will emphasize that the industry's future depends on the miners' acceptance of productivity schemes and the price of coal remaining competitive. The coal board strongly denied a report yesterday that it had a list of 90 uneconomic pits to be closed if another big pay award this winter forced up the price of coal. Page 2

New Kissinger Middle East tour Dr Kissinger announced yesterday that he is to tour Middle East capitals again this week. He wants to find out the exact implications of the decisions reached at the Belgrade today. Page 8 Arab summit in Rabat and review the prospects for peace. He was in Bucharest yesterday and flies to Belgrade today. Page 8 Ulster jail riots: Captured IRA letter shows that campaign aimed to make detention without trial unworkable. 2 Farmers' protest: Militants form 'flying squads' to demonstrate at any port where Irish beef or cattle are being unloaded. 2 Referendum Bill: Constitutionalists and Europeanists in the House of Lords could delay a referendum Bill on EEC membership for six months. 4 Paris: A tense week ahead for the Government with many more workers planning to join the strike wave. 7 Seoul: Locked exit doors and panic led to the deaths of many of the 88 victims of a hotel blaze. 8 Innovation for Tomorrow: Four-page Special Report marking the twenty-fifth anniversary of the National Research Development Corporation. Page 14

Nixon off official list London, Nov 3—Mr Nixon has been taken off the list of critically ill at each Memorial Hospital, California. The former President has been there for a week, but he is expected to be discharged on Tuesday. Dr John Ljungren, is morning that this was the first time since the morning he was able to get up. He had been in a coma for several days and he was 'sub-intense care' was 'a step down from care'.

Motor trade exports increase in value by 28pc in 12 months Society of Motor Manufacturers and Traders figures issued yesterday show that motor exports in September increased by 28 per cent in value terms compared with the same month a year ago. The result is a much-needed boost for the country's balance of payments. The cash earnings surplus from motor exports over imports in September was £76.3m—41 per cent better. Page 19

On other pages Features, pages 10, 14 Paul Routledge assesses the effectiveness of the social contract and concludes that the gap it has opened between the TUC and the shop floor may have to be closed by the Government. Page 14 Diary: The Victorian Society, doughty defenders of unfashionable architectural forms, espouse the neo-Georgian cause at a weekend seminar. Page 14 Sport, pages 10, 12 and 13 Cricket: MCC has chance of victory; Racing: Lingfield Park and Leicester programmes and French report. Leader page, 15 Letters: On poisoning the river Clyde, from Professor Gordon T. Stewart. Page 21

Britons now fifth highest taxed Britain is moving down the league table of most heavily taxed nations. Latest figures published by the Central Statistical Office show that in 1972 the United Kingdom dropped from fourth to fifth place under the new system for compiling national accounts. Three years ago Britain was in third place. The figures, which cover 13 developed countries, show that in 1972 there was a fall in the level of taxes and social security payments as a percentage of gross national product of 38.2 per cent from 40.5 per cent in 1971. Page 19

EEC progress 'delayed by Labour' Labour's attempt, for purely party political reasons, to 'dress up' the adjustments required by Britain in the European Community is criticized by Mr Heath in an interview with Europa tomorrow. As a result, the atmosphere in Brussels has been soured and the progress of the Community towards its positive goals has been delayed. Mr Heath says. Europa, which also carries an interview with M Jean Monnet on the future of the Community, will be published tomorrow with The Times, and by Le Monde, Die Welt and La Stampa. Page 19

Police on Wilson papers case to reopen old files By Clive Borrell After nearly a month of inquiries into the mysterious disappearance of personal papers belonging to the Prime Minister, Scotland Yard detectives assigned to the search have widened the scope of their investigations. They have decided to reopen a number of files referring to burglaries and break-ins at either the homes or offices of prominent people who in recent years have had a close connexion with the Prime Minister. In each case little if anything of value has been stolen and often the thief or thieves have been regarded as incompetent. Now the detectives, under Det Chief Supt Roy Ranson, are considering the theory that the burglars were in fact searching for documents specifically relating to Mr Wilson's private affairs. Taxation documents were among papers which police believe were taken from his home in Lord North Street, Westminster, earlier this year. During the last election campaign Mr Wilson said in a speech that he feared a smear campaign from a section of the press against the Labour Party and individuals before polling day. In fact, there were no revelations from Fleet Street during the period which could remotely fall into the category mentioned by Mr Wilson. Mr Ranson does however plan to see newspaper executives during his inquiries, a move not entirely unexpected. Among the break-ins the police will re-examine are two at the offices of Lord Goodman, the Prime Minister's legal adviser; one at the offices of lawyers acting for Mr Anthony Field, brother of Lady Falkender, formerly Mrs Marcia Williams, Mr Wilson's personal and political secretary; and two at the homes of the late Mr Michael Hills, a former permanent private secretary to Mr Wilson. Page 21

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Narrow Government win likely

By Our Political Editor The first Commons division of the new Parliament will come tonight on an Opposition amendment to the Address in reply to the Queen's Speech, and Government business managers calculate that their majority will be down to a single figure as the Liberals, Ulster Unionists, and the Scottish National Party move into the Conservative lobby. The amendment by Mr Heath and the Shadow Cabinet concentrates opposition against state intervention. It regrets the disastrous proposal for the nationalization of the aircraft shipbuilding and off-shore oil industries, the establishment of a national enterprise board and the imposition of planning agreements on the grounds that it would lead to bureaucratic interference, further loss of confidence, damage to investment, and rising unemployment. Opposition frontbencher speakers will be Mr Michael Heseltine and Mr Patrick Jenkin, the shadow ministers for industry and energy, and Mr Benn, Secretary of State for Industry, and Mr Varley, Secretary of State for Energy, will lead for the Government. The debate on the Queen's Speech will end tomorrow night with another division on an Opposition amendment, which regrets that the speech 'in no way measures up to the perils facing the country and that its doctrinaire proposals will divide rather than unite the nation'.



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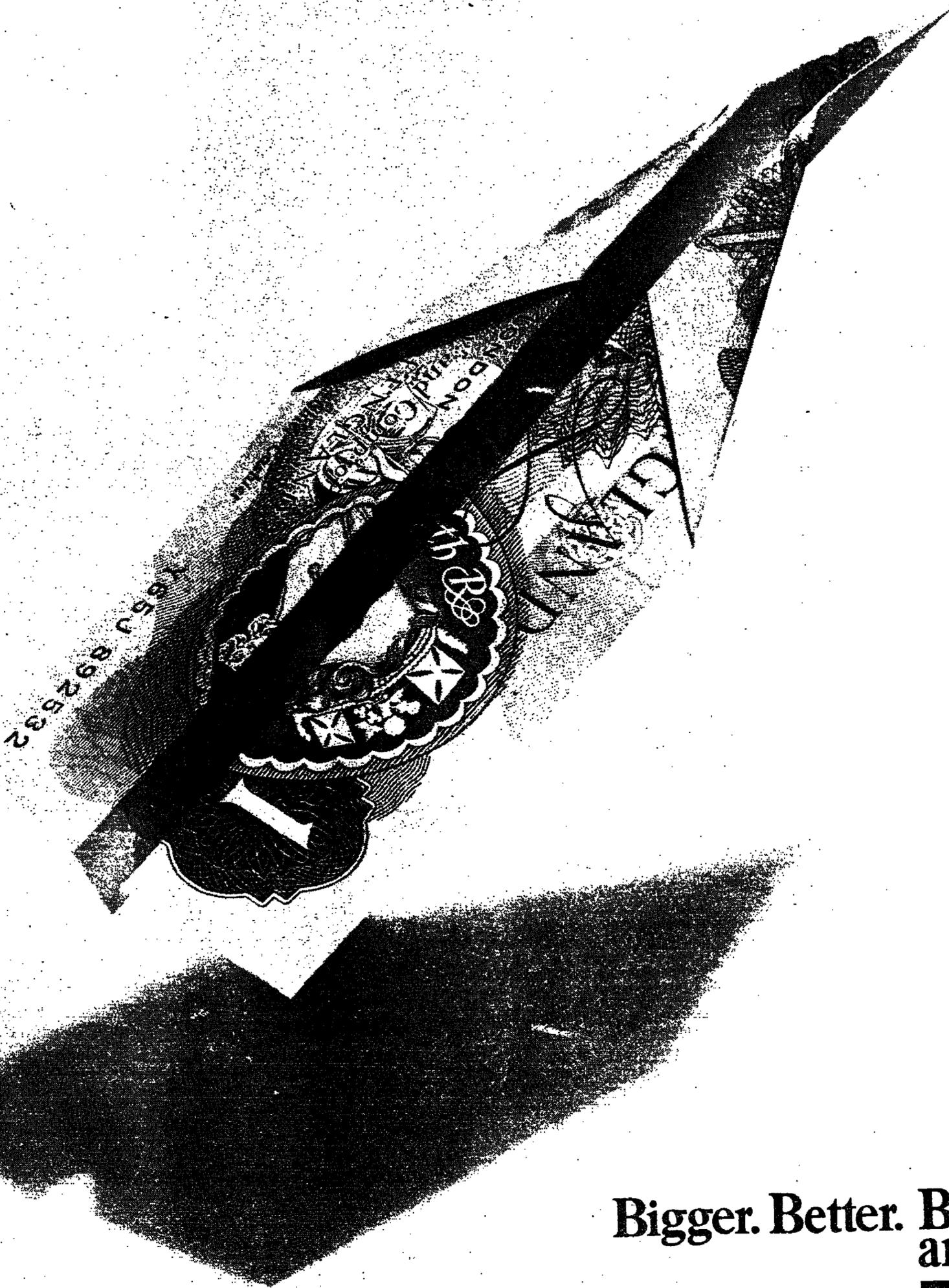
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HOME NEWS

Constitutional clash with Lords could delay referendum on EEC membership by six months

By David Wood Political Editor

Behind the scenes during the House of Lords debate on the Queen's Speech both Labour and Conservative peers have been discussing the possibility of a constitutional clash with the Commons when the Government brings in legislation next summer to authorize a referendum on United Kingdom membership of the EEC.

because it might turn out that he was being unnecessarily prophetic.

Lord George-Brown had in mind that the holding of a referendum would necessitate a Bill of two or three clauses both to prescribe the questions that would be put to the electorate and to authorize expenditure.

It would have to be carried through both Houses to reach Royal Assent. There is no reason to doubt that the Government could carry a referendum Bill in the Commons since even Europeanists like Mr Roy Jenkins and Mrs Williams have accepted the principle.

But if it were rejected by the overwhelming majority of constitutionalists and Europeanists in the Lords, the veto would delay the referendum for about six months. That would breach the Government's commitment, both in its election manifesto and the Queen's Speech, to give the British people within 12 months "the opportunity to decide whether, in the light of the outcome of the negotiations [with the EEC], this country should retain its membership."

There are some anti-Europeanists on the Labour side in both Houses who hold that it would be preposterous to oppose United Kingdom membership on grounds of the loss of parliamentary sovereignty, as they do, and then resort to a referendum that would amount, for all its spurious democracy, to the organization of a consensus of ignorance.

That helps to explain growing demands in the House of Lords that there should be a free vote on whether a referendum should be held at all and on the questions that would be put, as well as on the final decision whether the referendum verdict should be rubber-stamped by Parliament.

In the Commons most Labour MPs would resent any Lords veto on a referendum Bill as the provocation of a constitutional collision between the two Houses, simply because there is a Labour manifesto commitment.

The retort to that is that Mr Wilson and the Cabinet have deliberately left open whether the questions will be put to the electors in a referendum or at another general election.

If opposition builds up in either House to passing referendum legislation, Mr Wilson could still go back to the country on the issue. But that would leave him a hostage to events. Nobody can be sure what the Government's situation will be next autumn; and no Prime Minister can be sure, after Mr Heath's experience in February, that the country will necessarily limit its judgment to a particular issue proposed by the Government.

Churchman gives back sculpture of Maria

By a Staff Reporter

A church minister yesterday received the award of a statue of Maria Colwell, the girl beaten to death by her stepfather last year, for his work in preventing child cruelty, and then promptly returned it, saying that it was "in a sense, an obscene award."

At a meeting in Trafalgar Square organized by the Maria Colwell Memorial Fund the Rev John Lambert, minister of Cuffley Free Church, Herefordshire, was presented with the life-size sculpture for his work in a case where he took two young children into his home after they had been neglected and left to fend for themselves by their mother.

But he said that the "macabre statue" was something which he hoped would never need to be offered to anyone again. "I do not want to keep something which is a memorial of despair," he believed. It was almost an obscenity that such a trophy should be awarded for something that "all of us ought to be doing by right."

Mr Lambert was clearly unhappy about the meeting, which he believed could do harm as well as good. "Around this particular event there has been considerable publicity, and some of it very unavourable. He said many people had urged him to decline the award, but he accepted it, briefly, because he believed in the sincerity of the people presenting it."



Mr Jack Ashley, MP, addressing the Maria Colwell meeting yesterday. Behind her memorial sculpture is Mr Robert Cooper, the dead girl's foster-father, with Mrs Cooper in the foreground.

The statue is a sculpture in steel by David Whipp, showing Maria Colwell holding the lid of a bin full of rubbish. Mr Robert Beaumont, secretary of the memorial fund, described the statue as "a memorial to the girl". Mr Beaumont said the fund's aim was to end cruelty

Mensa tries to dispel its 'egghead' image

By a Staff Reporter

Mensa, the organization for people with IQs of more than 140, is trying hard to change its image. It is weary of being seen as a group of ivory-towered elitist eggheads, out of touch with reality and spouting jargon.

"I would like to see this image dispelled," Mr Wilf Middleton, chairman of British Mensa, said yesterday in London at the annual conference of the society. "We are ordinary human beings and our organization cuts across all social strata."

Mr Middleton is an excellent example of the new approach. He has no academic qualifications and is a serving RAF policeman. He has a Yorkshire accent and does not use big words.

Mensa is worried by the slow rise in its membership, which is now about 2,000. It is keen to attract more members and is intimidated by the society's reputation.

In an attempt to make people realize that its members are their feet very much on the ground, a brainstorming competition has been held. Small groups were asked to solve contemporary problems by putting forward as many ideas as possible. Some ideas, such as the object of a discussion, a real solution.

The winning brainstorming response to the problem "Think of a system to get the best buy" was to establish a marketplace kiosk at each shopping centre, staffed during shopping hours, (a) to welcome shoppers, (b) to welcome shoppers, (c) to welcome shoppers, (d) to welcome shoppers, (e) to welcome shoppers, (f) to welcome shoppers, (g) to welcome shoppers, (h) to welcome shoppers, (i) to welcome shoppers, (j) to welcome shoppers, (k) to welcome shoppers, (l) to welcome shoppers, (m) to welcome shoppers, (n) to welcome shoppers, (o) to welcome shoppers, (p) to welcome shoppers, (q) to welcome shoppers, (r) to welcome shoppers, (s) to welcome shoppers, (t) to welcome shoppers, (u) to welcome shoppers, (v) to welcome shoppers, (w) to welcome shoppers, (x) to welcome shoppers, (y) to welcome shoppers, (z) to welcome shoppers.

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£2 fee to join Sir Walter's civil assistance group

By a Staff Reporter

Supporters of General Sir Walter Walker's Civil Assistance organization are being invited to become members for an annual fee of £2. Their names and addresses will be kept secret, if requested, and they will be kept in contact through a network of local "controllers."

General Walker disclosed his latest plans on Saturday. He said he had appointed 40 county controllers, who would in turn appoint organizers in towns and villages. Unlike the usual file membership, they would be required to publicize their names, addresses and telephone numbers.

dated October 1 which was to about 5,000 people who written to express their support. "Our system, in order to serve maximum security, letters from every county sorted and collated and passed by courier to the controller of the county appointed," the letter stated. "The up-to-date situation is that by the end of this month we shall have answered thousands of letters and phone calls of support. Each household is receiving on (sic) an average of three people, bringing the total number of supporters to date already has a million. We can get each of these supporters to recruit another members, then the total membership could become some in the order of 13,500,000."

Deadline today for poll count challenge

A Conservative Party official in Scotland is taking legal advice on whether to petition the Court of Session to annul the result of the East Dumbartonshire poll in the general election, which the Tories lost to the Scottish National Party by 22 votes after two recounts.

within 21 days of the election, excluding Sundays, which means that the period expires today. A surety of £1,000 has to be deposited and Mr Masterton had not reached the full amount yesterday.

evidence of matters which gave cause for concern. Some of his allegations are supported by Labour Party officials present at the count, but Mrs Bain said it was said to see the Conservatives failing to accept democratic defeat gracefully.

He is Mr Donald Masterton, chairman of Cumberland Conservatives and accounting agent for his party's candidate. A petition has to be lodged

Mr Masterton claims to have

It is likely that a new election would be ordered.

Social workers' attitudes 'harm coloured children'

By Pat Healy Social Services Correspondent

The attitudes of social workers may be more to blame for any special difficulties experienced by coloured children in care than the children's own behaviour, according to a research project sponsored by the Department of Health and Social Security.

report suggests. The project found that this was so, particularly because social workers tended to make unrealistic assumptions about coloured children coming into care. For example, most coloured children did not come into care from an intact family and very few had a family to return to. Yet the image of the "model family" guided social workers' methods of dealing with the children.

Part of the answer, the report says, might be the tendency to view colour itself in negative terms, as a handicap or disadvantage. Comments by social workers such as "he can't help being coloured" or "he considers himself quite good looking—he doesn't seem to realize he's coloured" are more disabling than outright hostility.

"We would suggest that the discrepancy between the image projected in social work ideology and the reality of every day experience is damaging to all concerned, not least to the children themselves."

In fact, four out of five of the coloured children in care were born in Britain, four fifths of the parents had lived here for at least seven years before the child was received into care, and less than 10 per cent of the coloured sample had arrived in Britain a long time after their parents.

Filming of identity parades is urged

By Marcel Berlins Legal Correspondent

All identification parades should be filmed or photographed in the presence of an independent observer. National Council for Liberties proposes.

In its memorandum of defence to the Devlin committee of inquiry into the law procedure of identification parades, the council says videotaping parades allow the prosecution to defend, the judge and the witness should be recorded filming was not possible should be independent observer there to record matters and any other matters importance that he saw.

The Home Office instructed on the procedure to be observed at parades should be mandatory, the memorandum recommends, and any breach thereof should make the evidence inadmissible at trial.

Multiple sclerosis test centres for children urged

The Multiple Sclerosis Action Group has called for screening centres to be set up throughout Britain to give blood tests to children who may be at risk of contracting the disease. At the group's first public meeting, in London on Saturday, Professor Ephraim Field said he had perfected a suitable blood test.

Research shows that although multiple sclerosis is not hereditary, a child is much more likely to get it if the disease is already in the family. The connection is mainly through women and may miss several generations. Children whose fathers have the disease do not run the same risk.

Professor Field told the meeting of cases in Glasgow and Rostock, East Germany, where children aged as young as four showed a clear tendency towards multiple sclerosis. In those cases there was a high incidence of the disease among the women in the family.

vegetable oils like sunflower seed oil, which are high in linoleic acid. Sufferers have less of the acid in their blood than other people. The test is based on the theory that white blood cells attack the brain in multiple sclerosis, although the causes are unclear. Professor Field has discovered that linoleic acid dampens the white blood cells and stops them attacking.

Sarkese 'revolution' gives women equality

From Our Correspondent St Peter Port

Although there was no triumphal procession or ceremonial burning of brassieres, Sark's decision to give its married women more equality has left most of its 550 inhabitants feeling that for better or worse there has been a quiet revolution.

island's parliament, the Chief Pleas, approved by a majority of more than two to one legislation to give wives the right to have a bank account run in business, keep their own wages, and make a will.

But Sark-born, Mrs Lili Baker, who has always condemned changes in the Norman-based feudal laws, said "I have lived very happily under these laws like our ancestors before us and now they are going to be changed just please a few English people. "Many Sarkese feel bitter about it and I am afraid they may be friction. It will affect the laws of inheritance and people may find they have cause to regret these changes



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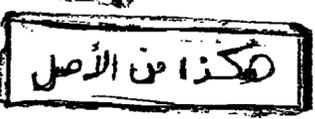
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EST EUROPE

ower workers and  
ilwaymen joining  
rench strike wave

Richard Wigg  
Nov 3  
French Government faces a week on the labour front, people stopping work in different walks of life. It reacts could well deter whether or not it has social trouble on its hands this winter.

National Lottery tickets and railway timetables. More than 6,000 jobs are at stake in the bankrupt concern.

Inflation as  
main topic  
at EEC  
summit

The Hague, Nov. 3—Herr Schmidt, the West German Chancellor, and other European Community socialist leaders agreed yesterday that inflation and the consequent risks of recession and unemployment should dominate the forthcoming EEC summit in Paris.



An idyllic scene as teddy bears assemble for a picnic in a West German wildlife park. Unfortunately cars get badly scratched and some animals are poisoned by exhaust fumes.

Italians  
troubled by  
foreboding  
of violence

From Peter Nichols  
Rome, Nov 3  
The exact hour of arrival in Rome tomorrow of Dr Henry Kissinger and his detailed arrangements have yet to be revealed.

Communist party  
leader in Sweden  
resign

Our Correspondent  
Stockholm, Nov 3  
C. H. Hermaansson, leader of the Swedish Communist Party for 11 years, has announced that he intends to resign. The weekend announcement came amid a serious logical rift in the party.

Winter comes early in  
Swiss mountains

From Our Correspondent  
Geneva, Nov 3  
With from 2ft to 4ft of snow at 4,500ft level, skiing has been in full swing this weekend in the Alps and Jura. This is a result of what is described as the coldest October on record.

September 28. Livestock had to be moved hurriedly down from higher meadows throughout the Alps and put on to hay feeding.

Test for Britain  
in bridge  
championships

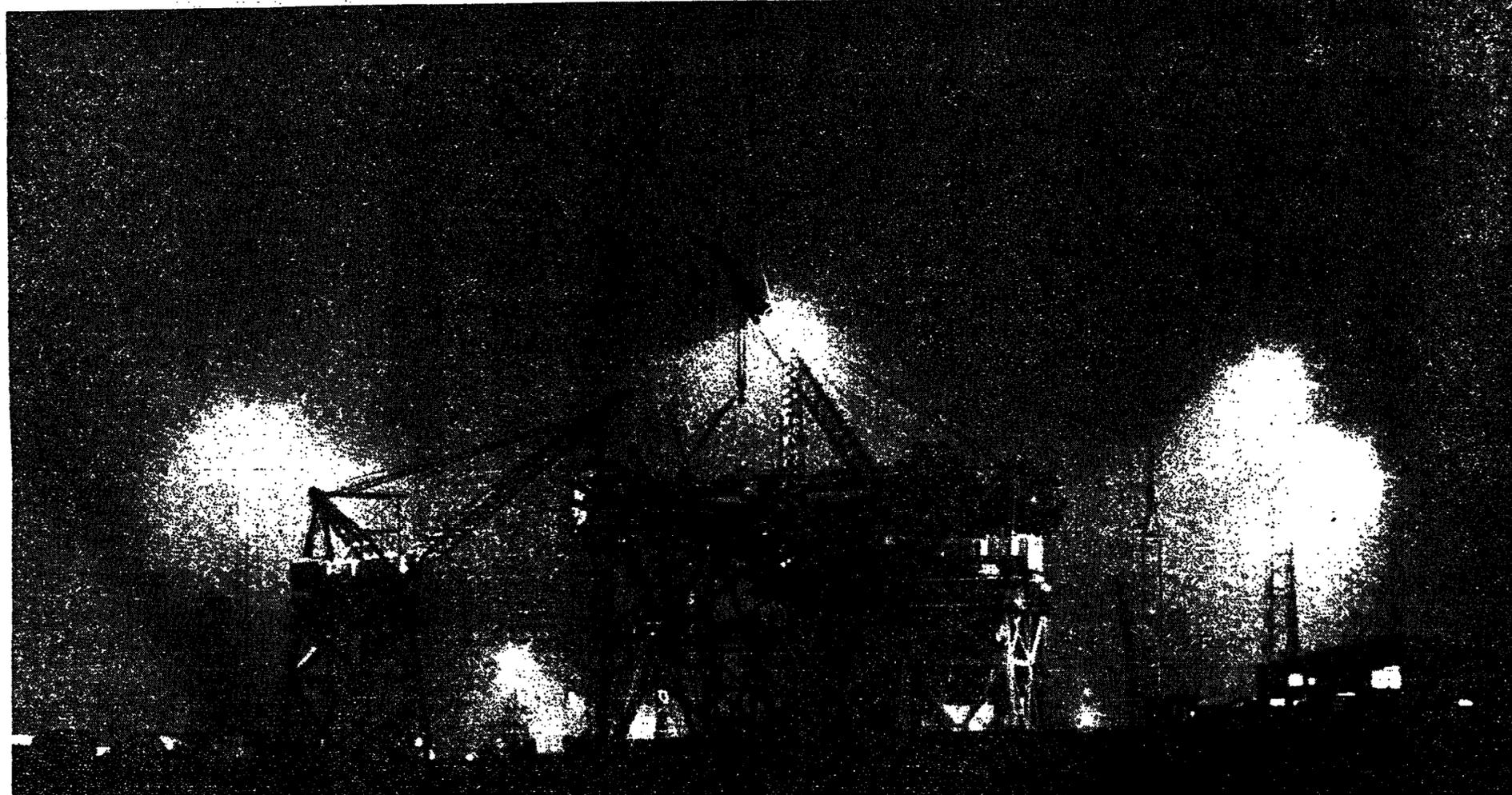
From a Bridge Correspondent  
Tel Aviv, Nov 3  
Last minute complications forced Greece to withdraw from the open series of the European bridge championships which started here today.

Alarm over unclean state of Rome

From Patricia Clough  
Rome, Nov 3  
There is growing concern for the health of the eight million pilgrims expected here during the coming Holy Year, because of the unclean state of Rome.

considered an epidemic", it said. More than 100,000 children go to schools without any medical services and between 60,000 and 70,000 of these children—according to the city health office itself—suffer from intestinal parasites.

Plenty of people are making clear their fears that the fire might break out as a result of violence in the course of the next two days. Both the Communists and the Socialists have issued warnings about the dangers of provocation which they naturally see as favouring the extreme right.



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OVERSEAS

Dr Kissinger to tour Middle East again and review peace prospects since Rabat summit

Bucharest, Nov 3.—Dr Kissinger announced today that he will make a new trip to the Middle East this week to test prospects for an Arab-Israeli peace settlement now that the Arabs have concluded their summit meeting in Rabat, Morocco.

about the chances of a quick start. He believed the situation was complicated and difficult, with new uncertainties since the Rabat summit, at which the Palestine Liberation Organization (PLO) was recognized as spokesman for the Palestinian Arabs. Israel refuses to negotiate with the PLO.

Dr Kissinger was said to be primarily anxious to obtain a clearer concept of what happened at the Rabat meeting and what consequences were likely. Although there are no serious bilateral problems between Romania and the United States, Romanian efforts to increase the highest importance to Dr Kissinger's one-day stopover because of its symbolic importance to the independent position occupied by this Balkan nation within the Soviet bloc.

Jordan will cede West Bank to Arafat guerrillas

King Husain of Jordan stands ready to cede half his kingdom to the Palestine Liberation Organization (PLO) without a shot being fired or a vote being taken. In the first statement by an Arab leader since the Rabat summit, the King said he accepted the full consequences of the decisions taken. He had decided that Yasser Arafat and the PLO should henceforth have responsibility for the West Bank, now occupied by Israel, and that in future negotiations in Geneva on this head, Jordan would probably not be present.

Israel awaits assessment by Secretary of State

The Cabinet in Jerusalem today discussed the significance of the Arab summit conference at Rabat, but its conclusions were not made public. Mr Rabin, the Prime Minister, will make a statement in the Knesset on Tuesday. Earlier, an official said that the Government would be unable to reach a firm position before Dr Kissinger arrives in Jerusalem on Thursday and gives the Israelis fuller information about the Rabat decisions. The Secretary of State will by then have obtained impressions from four leading Arab participants—President Sadat of Egypt, President Assad of Syria, King Faisal of Saudi Arabia, and King Husain of Jordan.

would be kept open. In the event, according to reports reaching here, neither Arab leader made any attempt to block the resolution in which the summit recognized the Palestine Liberation Organization as the sole legitimate representative of the Palestinians. Critics here also question the validity of agreements secured by the Secretary of State from Arab leaders. Israelis say that at the time of the separation of forces agreement the Egyptians agreed that Israel cargoes would sail through the Suez Canal from the time the waterway was cleared, although Israel vessels would be barred until final peace. But it is now reported that President Sadat is demanding a further Israeli pull-back.

Where emaciated destitutes compete with pariah dogs in picking over garbage in gutters

Belsen scene in Bangladesh famine area

From Michael Hornsby Kurigram, Bangladesh, Nov 3 Hundreds of Bengalis are dying every day from starvation, cholera, dysentery and other intestinal diseases in this small town, and the four subdivisions which comprise the north-western district of Rangpur.

The supervisor of a rehabilitation centre for starving children told me that more than 10,000 people had died of famine in the past two months in Kurigram sub-division, which has a population of about one million. Estimates for Rangpur district as a whole put the death toll between 15,000 and 25,000.

Many began by selling the small amounts of gold and simple jewelry which represent a lifetime's wealth for millions of peasants. Then they sold their crops, their cattle, and finally their tiny holdings of land. Even with government loans few will be able to recover their property.

It is feared that the comparatively cold winter in Rangpur may take the lives of millions of those weakened by hunger, unless clothing and blankets can be made available. A filthy ragged sari or loincloth is all the really destitute own, and most of the children do not even have that.

The main sufferers are the landless agricultural labourers who have to live on the pathetically meagre wages earned in the sowing and harvesting seasons, and for whom subsistence during the lean period between the summer and late autumn rice crops is a precarious business even in a good year. At a time of shortage and hugely inflated prices it becomes a nightmare.

Unless the Government can stop the smuggling and control the black market trade in rice by compulsory procurement of the big farmers' marketable surplus, the excellent crop now in the fields may be unable to prevent a repetition of the tragedy that has unfolded in Rangpur and elsewhere.

The market place in Kurigram and its squalid by-lanes are crowded with almost naked emaciated destitutes, some of whom compete with pariah dogs in picking over the garbage choking the monsoon gutters in search of food. Others, dazed and listless, simply sit on the ground waiting for death.

The mortality rate in Kurigram, as in the rest of Bangladesh, is high at the best of times, and probably many of those who have died of hunger would not have had much longer to live in any case; but there is no doubt that there has been exceptional suffering this year.

However, the shortage of food was caused at least as much by the large-scale smuggling of grain to India either for the export market, which can be exchanged for takas at a handsome premium on the black market, or in exchange for goods in short supply in Bangladesh, such as salt.

EUROPE'S BEEF CRISIS.

(WHY ONE MAN'S MEAT IS ANOTHER MAN'S POISON.)

The measures taken in the various Common Market countries to protect Europe's livestock breeders have in some ways backfired, leading to the problem of the beef mountain, and the threat to the consumer of shortages in the near future.

Europa tomorrow discusses the Community's reaction to the crisis and brings to light the suspicion regarding additives to beef. Also in this issue, M Jean Monnet and Mr Edward Heath express their views on the state of the Community and why there is still more talk than action; and, in a special interview, Professor Galbraith assesses the role of large companies in society and their influence on state policy and morality.

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In these days of threatened shortages, it should interest you to learn, among other things, how the whole of Europe is beefing about the meat problem.

Europa

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President Amin renews threat to expel Britons

President Amin yesterday renewed his threat to expel all Britons from Uganda after claiming that the British press had started another propaganda campaign against himself and the country. According to Uganda radio, monitored in London, he gave a warning that he might have to enforce the expulsion threat at a luncheon for members of the "The Guinean feminine jazz band" at the Command Post in Kampala.

Women MPs plead for abducted girl

Women members of the Danish Parliament have written to President Mwerere of Tanzania and First Vice-President Aboud Jumbe in Zanzibar on behalf of one of six girls in Zanzibar abducted for marriage in September, 1970. All the girls except Miss Nasreen Mohammed Hussein, who is of Persian descent, have been released or escaped.

South Africa anxious over Simonstown decision

Continued from page 1 Indian Ocean is taken seriously by both the overseas and the general feeling is that Britain and the West cannot afford to abandon the Simonstown facility. The prospect of France stepping in to the breach if Britain did pull out is regarded as a strong, but the pragmatic sense of the British is expected to win through against what are regarded as hot-headed attacks from the left wing.

Women MPs plead for abducted girl

The writers of the appeal say that Miss Hussein, who was 14 when abducted, is imprisoned by her husband, a security official, in his guarded home, and has been told by him that she will never be free again.

Mr Ford does his best to stem Democrats

From Patrick Brogan Washington, Nov 3 President Ford returned from his campaign travels last night. In three weeks he visited 22 states, several of them more than once, raised millions of dollars for Republican candidates, and if he failed to arouse the enthusiasm of the electorate, he at least showed that he was a loyal party man.

Mid-term elections are almost always bad for the party of the incumbent President. The last time the opposition lost in such a contest was in 1934. This time, the Democrats expect to pick up half a dozen Senate seats, several Governorships and 30 or 40 seats in the House of Representatives. There will be 35 governors, 34 senators and all 435 representatives elected on Tuesday.

The Democratic national chairman, Mr Robert Strauss, said today that he expected to win five Senate seats and between 27 and 32 seats in the House. He was being deliberately cautious. The Republican chairman, Mrs Mary-Louise Smith, said she expected the Republicans would do much better than people expect: "When people go to the polls," she said, "the basic fairness of the American people will come through."

There are now 58 Democratic senators and 42 Republican and 28 Democratic representatives to pick up 43 seats in the House and nine in the Senate to be a "veto-proof" Congress. The phrase and the calculation do not mean very much however. It needs a two-third majority in both houses to legislate through Congress against a President's veto, the chances that all Democratic senators and representatives will ever vote together on an issue (except the election of the Speaker of the House) non-existent.

Connecticut may have first elected woman governor

From Peter Strafford New York, Nov 3 The Democrats are hoping to capture several of the state governor's mansions in next Tuesday's elections. The difference in Connecticut is that their candidate is a woman and, if she wins, she will be the first woman to be elected governor of a state without succeeding her husband.

Campaign report: veteran politician confronts a "new" in a contest with spending as the key issue.

settled in the small mill of Windsor Locks. In American style, she made her own way, by winning scholarship to a good school, while her father had to work long hours in a bakery to pay the costs were involved.

That, however, was years ago. Since then, she had more than 12 years as Conn's Secretary of State four as a member of Co in Washington. In her case she has made much of an experience, coupled with "concern about people". Like other Democrats has taken advantage of apparent swing against liberals as a result of Wa and the rising cost of

Mr Steele, who is responsible for the energetic campaign in Conn, has criss-crossed the state has presented himself young and energetic; he also an independent on has made a point of his distance from the Republican Party, and a limit of \$100 on contrib to his campaign.

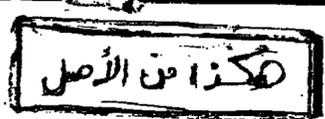
In line with what Repu are doing elsewhere, he accused Mrs Grasso of big spender. The people of Conn care about this. An income tax cut, which has a majority in 1971, but it unpopular that the state legislature called itself back special session to repeal for a penny of the tax been actually collected.

Egyptian bishop chosen

From Edward Mortimer Cairo, Nov 3 The first Egyptian ever to be Bishop of the Episcopal Church in Egypt has been consecrated in All Saints Cathedral, Cairo. He is the Very Rev. Michael Muscarello, formerly Archbishop in Egypt. The ceremony was performed by Dr Robert Stopford, the Archbishop of Canterbury's Vicar-General of the Episcopal Church in Jerusalem and the Middle East, assisted by the Bishop in Jordan, Lebanon and

Syria, the Bishop in Iraq, Assistant Bishop in Jerusalem, and Geoffrey Allen, Bishop in Egypt from 1952. The service was held in English, partly in Arab was attended by representatives of the various Coptic, Greek and Syrian churches in Cairo, as well as the Deputy Governor of the city, who is a Muslim. Besides those in Egypt, the Bishop will have authority Anglican churches in North Africa and Ethiopia.

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## VERSEAS Turkish Cypriot leader ashes hopes of 200,000 refugees

Our Correspondent  
Lim, Nov 3  
The Greek Cypriot side has named as "absolutely satisfactory" and "a moral victory" the United Nations Resolution on the swift withdrawal of foreign troops from Cyprus placing the responsibility for constitutional settlement in the hands of the island's Greek and Turkish communities.  
Mr Rauf Denkash, the Turkish Cypriot leader, made it clear this side did not consent to any of the provisions of the resolution which it might regard as prejudicial to its security or to the settlement it wants.  
As a result of this resolution, provisions of the resolution were regarded by the Greeks as a vindication of their call for the return of refugees to their homes and withdrawal of the Turkish force—already on its way to becoming a dead weight on the resolution.  
Mr Denkash said that the return of the refugees "is an important political matter closely linked with a political solution, and should be treated in the light of a political settlement, namely a bi-regional state."  
Emphasizing this point, Mr Denkash added: "The creation of a Greek majority in the Turkish part of Cyprus would be incompatible with the realities of Cyprus. We cannot abandon the security of the community, whose security of life and property have been in danger for the past 11 years."  
His means in effect that the 200,000 Greek Cypriot refugees who fled from the Turkish-occupied part of the island will not be allowed to return to their homes.  
Mr Denkash was equally

## China stays silent on fate of Mr Liu

From David Bonavia  
Peking, Nov 3  
The Chinese Foreign Ministry maintained silence this weekend over reports that Mr Liu Shao-chi, the former head of state who fell into disgrace during the Cultural Revolution, had died. A spokesman said he would take note of inquiries on the subject, but gave no immediate confirmation or denial.  
Since the report was published in the communist-backed *Ta Kung Pao* newspaper in Hongkong, it probably emanates from official sources in Peking and can be taken as true. Mr Liu was 76.  
Mr Liu continues to share with the late Marshal Lin Biao the role of arch villain in recent Chinese politics as presented by the official media. The latest charge against Marshal Lin is that he was prepared to give up Chinese territory in order to appease the Soviet Union.  
The latest issue of the party journal *Red Flag* prints an unusual condemnation of politicians who tried to appease invaders on the northern frontier during the eleventh century, thus eventually bringing about the destruction of the northern Sung dynasty by Tartars. The policies of the appeasers are linked in a straight line with those of Marshal Lin, but interestingly enough Mr Liu's name is not brought up in this context.  
The discussion of this issue suggests that there are those in Chinese leadership circles who have recently argued for the abandonment of most or all of China's territorial claims against the Soviet Union and a policy of appeasing Moscow.  
The policy of appeasement is dismissed as one of saying "it is not worth defending, and it will not matter if it is abandoned." This could apply both to the territorial dispute and to the tactics to be applied in any future military clash with the Soviet Union, which have been discussed in a allegorical way in recent weeks.  
To condemn the policy of giving up remote territory might be yet another way of revising the idea of deep tactical retreat in the face of any Soviet incursion. This in turn could be related to the fear that if the Russians were allowed to penetrate Chinese territory to any extent, they might set up a regional puppet administration or recruit allies to fight for the political succession in Peking.  
However, China's maritime borders must also be borne in mind.  
The Hsisha or Paracel Islands, where a successful battle was fought by the Chinese against South Vietnamese forces last January, have become the object of a wide-ranging propaganda effort. The newspapers are full of pictures of the islands and their defenders, all aimed at proving they are an inalienable part of Chinese territory.  
Although North Vietnam and the Vietcong have reserved their position on the ownership of the Hsisha group, China is determined to maintain its claim since it may later have to defend similar claims to other island groups in the East and South China seas where there are thought to be rich deposits of oil and natural gas. Naval patrol boats and jet fighters are used as well as local militia units to defend islands claimed and occupied by China.

## Opposition prepares new attacks on President Thieu

Saigon, Nov 3.—Leaders of South Vietnam's most vocal opposition groups spent this weekend marshalling their forces for new attacks on President Thieu, whose resignation they are demanding.  
The chairman of the opposition-backed National Reconciliation Forces, Senator Vu Van Mau, said he had so far collected at least 50 signatures in fellow members of the Chamber of Deputies and National Assembly deputies calling on President Thieu to quit.  
He said the full list would probably be published on Wednesday when he planned to tour in the provinces seeking support for a group aiming to bring peace to South Vietnam.  
The head of the people's anti-corruption movement (ACM), Father Tran Huu, returned from a meeting with leaders of the Cao Dai group sect in Tay Ninh province, northwest of here, at which he was assured of the support of the two million Cao Dai adherents, a PACM spokesman said.  
Father Thanh, aged 59, is a sect who has become the symbol of the opposition to General Thieu.  
He called publicly for the President's resignation after a demonstration in Saigon suburbs led to violent clashes with police on Thursday.  
The President has accused the opposition movements—without actually naming them—of "ultimately attempting to give the communists a hand to expeditiously take over the South."  
At a rally in Saigon today Senator Vu Van Mau called President Thieu "blood-thirsty" and "a legitimate son of the United States Government."  
He called on both the South Vietnamese Government and the Vietcong to end the war. He attacked President Thieu's ability to restore peace, saying: "It is impossible to talk reconciliation and concord with one who exchanges his own people's blood and bones for United States dollars."  
Meanwhile, a senator said today that police had fired into a village crowd protesting against Government corruption. At least three people were killed and 10 wounded. Senator Doan Van Luong said the 150-man unit of field police also burnt down 10 homes in the village of Chinh Tan, about 70 miles east of Saigon.  
It was the first report of Government forces using gunfire since the movement against President Thieu's administration began two months ago.—*Reuter, AP and UPI.*

## 1,100 arrested on eve of Delhi protest

Delhi, Nov 3.—Police have arrested about 1,100 people in the northern Indian state of Bihar to prevent any trouble during a mass protest tomorrow against alleged government corruption.  
About 25,000 police have been mobilized in Delhi to deal with any troubles tomorrow and thousands of police will also be on duty in Patna, capital of Bihar state, where the veteran Communist Mr Jayaprakash Narayan is calling for the dissolution of the state assembly.—*Reuter.*

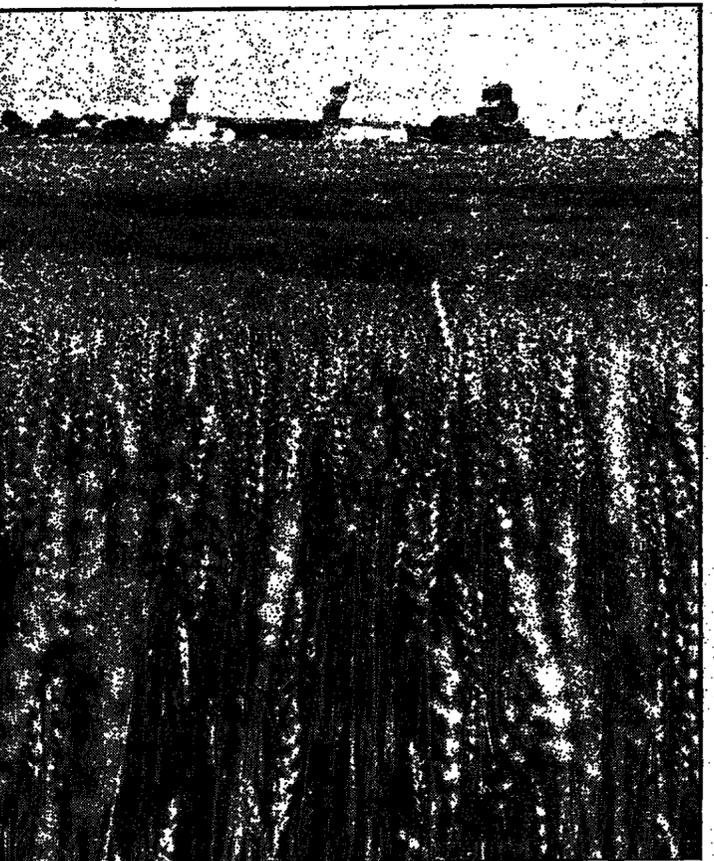
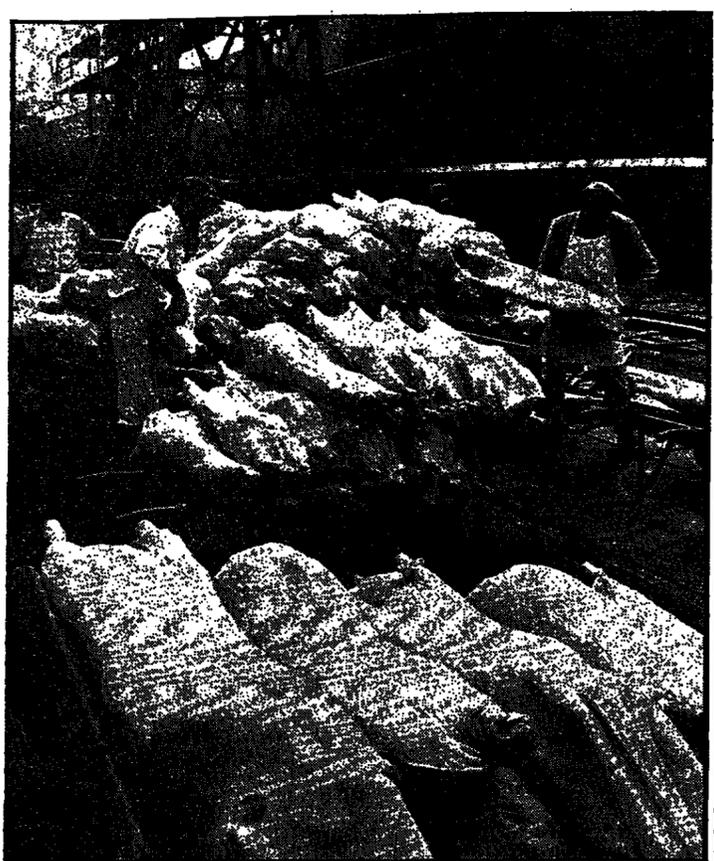
## Japan in Australian uranium study

Our Correspondent  
Melbourne, Nov 3  
A joint communiqué issued by the Prime Ministers of Australia and Japan after their two-day talks announced that recognizing the close economic interdependence between the two countries they have agreed to cooperate in their strengthening and developing trade relations between the two countries.  
The communiqué disclosed that Mr Whitlam and Mr Tanaka had also agreed that the two countries would cooperate in a feasibility study including a uranium enrichment plant in Australia. In principle, Japan would favour a joint venture. The study would be headed by arranging capital, selection of appropriate technology and related matters.  
The communiqué said Australia would carry out its uranium agreement with Japan. Mr Tanaka expressed satisfaction that Australia had committed itself to supply to Japan the contracted 9,000 tons of uranium and possibly more between 1976 and 1986.  
Mr Tanaka also said that over the period 1986 to 2000 Japan would need to import more uranium from Australia. Mr Whitlam replied that Australia would be prepared to consider meeting the Japanese requirements. The communiqué said the Prime Ministers had confirmed the determination of their governments not to become nuclear armed states. Mr Whitlam told Mr Tanaka that Australia would progressively expand its coal production to meet Japanese needs and was also prepared to consider increased coal exports to Japan over the next five years.  
Coal handling facilities in Australia would have to be expanded and coal miners recruited from the north of England, Scotland, and Wales. Japan had been heavily dependent on crude oil for power generation but now would begin generating more power from coal and uranium. Many reactors were being planned and others were already in operation.  
On Japanese car exports to Australia, Mr Tanaka said: "Japan will urgently consider the question of setting up car manufacturing plants in Australia to help counter rising unemployment. Japan regards cooperative production between Australia and Japan as one of the most important issues facing the two countries."  
Mr Tanaka agreed to arrange urgent talks between Japanese officials and private Japanese firms to consider manufacture in Australia, but said he did not know the full details of the issues involved but would like the Japanese Government and private concerns to have full discussions.  
He said Japan could not resume buying beef for the time being but he promised Japan would try to resume its imports of Australian beef at the earliest possible moment. He said Japan now had a stockpile of 60,000 tons of beef.  
It is understood Mr Tanaka received a guideline document on Australian investment during the talks. The document, which will be released shortly, adopts a "softer" line on foreign investments in Australia. Mr Tanaka spent Sunday in Sydney and will later fly to Western Australia to confer with authorities there regarding a plan for development of the Pilbara region.

## Kosygin forecast of end of rift with China

Moscow, Nov 3.—Mr Kosygin, the Soviet Prime Minister, believes that Russia and China will eventually achieve an understanding, though not while the present Peking leadership remains in power.  
He said yesterday: "We have been and continue to be for the development of cooperation with China in various spheres. If we have not managed to advance in the course of normalizing Soviet-Chinese relations, the responsibility lies totally with the Chinese leadership, which in its hostility to the Soviet Union joins the most reactionary imperialistic forces and tries to damage the cause of socialism and peace in every possible way."  
"We are convinced that sooner or later, such situations will change in the People's Republic of China through the will of its people and will develop in the general line of socialist countries on the path of peaceful progress."  
Mr Kosygin was speaking in Frunze, the capital of Kirgizia, a Soviet republic which borders on China.—*AP.*

For the next two weeks the United Nations World Food Conference, which begins today in Rome, will debate the international food crisis. In these three articles we look at the major conference issues, assess the effects of Britain's membership of the European Community on domestic food prices, and discuss the limitations of international price comparisons.



Man may not live by grains alone, but they are crucial

The message preceding the United Nations world food conference opening in Rome today is simple and urgent: Rapid, collective action must be taken by the international community and a food policy for the world evolved. Some parts of the world have a constant problem of insufficient food—India and Bangladesh, the Sahelian zone of Africa, the Yemen and, to a lesser extent, Indonesia and Pakistan. But the worst problem is not constancy but inconsistency. Too much can change too quickly, usually because of weather. Bad weather in the United States has meant that plantings of wheat following the removal of restrictions will show only a small increase in production. Late planting and early frosts in Canada mean that the wheat crop is likely to be the smallest since 1970. Again, bad weather in India, Bangladesh, Burma and other Asian countries means that production of rice is not likely to increase though demand is rising. The EEC countries, however, reached a new record and the production of maize increased in Argentina, South Africa, Thailand and Brazil. Prices compete with availability as an issue. According to the United Nations export price index, food commodities rose in price by 47 per cent between 1972 and 1973, the steepest increases were in cereals, oilseeds and meat, fats and oils. Rice and wheat practically doubled in price while increases of up to 80 per cent were registered for maize and barley, fats, oils and cocoa. Tea, bananas and citrus fruits were among the few commodities which did not join the price boom. The world food conference will, however, be largely about cereals, not the whole range of commodities. Man may not live by grains alone, but they can help to keep him dry. The convening of this conference was called for at the meeting of non-aligned countries in Algiers in February, 1973 and by the United States Secretary of State, Dr Henry Kissinger, at the United Nations General Assembly in September, 1973. The period of preparation has been unusually short for a United Nations conference of world proportions, notably shorter than for the conferences on population and the law of the sea. There are expected to be about 1,000 delegates and the same number of observers. Most delegations will be led by ministers responsible for agriculture, in the cases of Mexico and Algeria, the heads of state will be attending for at least a part of the conference. Dr Kissinger is addressing the afternoon session today and there is hope that he will produce his promised "new, long-term, international programme of action". There is scepticism too, among those with long experience of promises made before conferences and actual performance during the session. Clearly the conference is not dealing with the imminent threat of world famine. It intends to

In spite of all the doubts, the EEC is paying dividends today

Just as the generals are always preparing for the last war, so it seems that economic experts are always planning for the last trade agreement. Certainly the commercial world has changed out of all recognition since Britain joined the European Community on January 1, 1973. All the forecasts made at that time about food supplies have gone out of the window. We now live in a world of great scarcity. This is not just a matter of poor harvests, which are always likely to occur, and which led to the shortages of grain last year. The shortages have been much more general. They are caused primarily by rising demand throughout the world, which is a reflection of rising living standards, not only in industrial countries like Japan, but in the developing world too, in countries as diverse as Iran and Indonesia, where many people can afford a better diet. At the same time, the world-wide rise in commodity prices, typified by the quadrupling of oil prices which themselves have a direct effect on the cost of fertilizers, has made all foodstuffs much more expensive. While prices can go down as well as up, no one seriously expects commodity prices to fall back to their pre-crisis levels. When we joined the European Community, things looked quite different. The shopping list was the other way round. A country like Britain, living by manufacturing, was accustomed to selling its goods in the export markets of the world at high prices and, in return, buying its food on favourable terms from primary producers. Although the pattern was changing even then, the old Commonwealth of Canada, Australia and New Zealand was seen as our traditional source of supply, and one of the main fears of critics of British entry was that we would lose these markets and have to rely on the much higher priced (as it then appeared) European suppliers. The key to this policy was "long term contracts". A former permanent secretary of the Ministry of Agriculture made great play with this magic formula back in 1971, when he announced that if we were free to make a long term contract with these trusted friends, there could be an abundance of dairy produce and meat at the prices to which we have been accustomed in the past. This was "no theory", he declared. It was "the inevitable consequence" of production in these Commonwealth countries. Well, economic forecasting is built on quicksands. What has happened, in practice, is that Community price levels, in comparison with the steep surge in world prices, have come to seem very attractive. In the past year, our imports of wheat from the Community have been far cheaper than the wheat available on world markets. Community subsidies paid to continental exporters to keep British food imports down totalled £205m in the first 18 months of our membership—a fact which the Government did not, in the election campaign, choose to celebrate. These subsidies include 1p per lb on butter, in addition to other concessions arranged for the less well off groups, 1p per lb on Danish bacon, and various other benefits. Now we are promised a subsidy on sugar which in the first year will save us an additional £50m—a colossal sum. What a turn-up for the maligned Commonwealth. The idea of long term contracts with the Commonwealth is no longer valid. Mr Shore, the Secretary for Trade, has said the possibility in recent visits to Commonwealth countries that the deal they got out of the entry negotiations was quite reasonable, and even if the prices could have been improved, there is no putting the clock back. Mr Shore was given the same blunt answer in Australia. "Yes, we would be happy to do business with you", he was told, "but it will have to be on strictly commercial terms. There can be no 'family discounts'." For Australia, too has moved on. Agriculture has been restructured and diversi-

**SPORT**  
**Ice skating**  
**E German youngster poised to take title**  
By Dennis Bird  
Sunday was no day of rest at Richmond ice rink yesterday when the Richmond International Trophy competition for figure skaters began there. From 7 am, 26 girls from 17 countries traced their rockers, change-loops and graph double threes, and after an afternoon break resumed their struggle in the early evening with their programme of prescribed free skating movements. In the absence of the Swiss champion, Karin Ten, the compulsory figures became a dual between Kath Walimberg, the United States, and Isabel de Navarre, from West Germany. The blond American had to be content with second place in the locker, but an excellent set of loops enabled her to overtake the German. After the third figure honours were almost even, Miss Malmberg had a points advantage of 0.75, but the neat, dark Bavarian was declared the leader. A new challenger emerged in the short-free programmes. Marion Weber (East Germany), aged 15, and one of the youngest competitors, gave a splendid performance full of vigour and charm. Her dramatic double axel-double loop combination jumps were the best of the evening, and she won this part of the competition. She had taken third place in the morning's compulsory figures, and the day's combined result she moved up to second. She took the display. Miss Malmberg, who fell on her knees to lux jump and finally seemed to lack confidence. Miss de Navarre's unusual spin and fine combination jumps helped to keep her narrowly afloat. She will need all her coolness and skills in tonight's final four-minute programme if she is to prevent Miss Weber from taking the trophy. The two British competitors skated consistently well, and the end of the day Gail Keadie from Scotland, was fourth with the Richmond-trained Dina Bartram fifth. Miss Keadie opened her free skating with a powerful double lutz and made no notable errors. Close behind her was Ludmi Bakošova, the first skater from the Soviet Union to compete in the event in its 25-year history. Arriving only just in time on Saturday night after a delay over her visa she was moved up two places after her spirited free skating. RESULTS after figures and short-free programmes: 1. Malmberg (USA), 2. Weber (East Germany), 3. Walimberg (USA), 4. Keadie (Scotland), 5. Bartram (Scotland), 6. Bakošova (Czechoslovakia), 7. de Navarre (West Germany), 8. Keadie (Scotland), 9. Bartram (Scotland), 10. Weber (East Germany), 11. Walimberg (USA), 12. Bakošova (Czechoslovakia), 13. de Navarre (West Germany), 14. Keadie (Scotland), 15. Bartram (Scotland), 16. Weber (East Germany), 17. Walimberg (USA), 18. Bakošova (Czechoslovakia), 19. de Navarre (West Germany), 20. Keadie (Scotland), 21. Bartram (Scotland), 22. Weber (East Germany), 23. Walimberg (USA), 24. Bakošova (Czechoslovakia), 25. de Navarre (West Germany), 26. Keadie (Scotland), 27. Bartram (Scotland), 28. Weber (East Germany), 29. Walimberg (USA), 30. Bakošova (Czechoslovakia), 31. de Navarre (West Germany), 32. Keadie (Scotland), 33. Bartram (Scotland), 34. Weber (East Germany), 35. Walimberg (USA), 36. Bakošova (Czechoslovakia), 37. de Navarre (West Germany), 38. Keadie (Scotland), 39. Bartram (Scotland), 40. Weber (East Germany), 41. Walimberg (USA), 42. Bakošova (Czechoslovakia), 43. de Navarre (West Germany), 44. Keadie (Scotland), 45. Bartram (Scotland), 46. Weber (East Germany), 47. Walimberg (USA), 48. Bakošova (Czechoslovakia), 49. de Navarre (West Germany), 50. Keadie (Scotland), 51. Bartram (Scotland), 52. Weber (East Germany), 53. Walimberg (USA), 54. Bakošova (Czechoslovakia), 55. de Navarre (West Germany), 56. Keadie (Scotland), 57. Bartram (Scotland), 58. Weber (East Germany), 59. Walimberg (USA), 60. Bakošova (Czechoslovakia), 61. de Navarre (West Germany), 62. Keadie (Scotland), 63. Bartram (Scotland), 64. Weber (East Germany), 65. Walimberg (USA), 66. Bakošova (Czechoslovakia), 67. de Navarre (West Germany), 68. Keadie (Scotland), 69. Bartram (Scotland), 70. Weber (East Germany), 71. Walimberg (USA), 72. Bakošova (Czechoslovakia), 73. de Navarre (West Germany), 74. Keadie (Scotland), 75. Bartram (Scotland), 76. Weber (East Germany), 77. Walimberg (USA), 78. Bakošova (Czechoslovakia), 79. de Navarre (West Germany), 80. Keadie (Scotland), 81. Bartram (Scotland), 82. Weber (East Germany), 83. Walimberg (USA), 84. Bakošova (Czechoslovakia), 85. de Navarre (West Germany), 86. Keadie (Scotland), 87. Bartram (Scotland), 88. Weber (East Germany), 89. Walimberg (USA), 90. Bakošova (Czechoslovakia), 91. de Navarre (West Germany), 92. Keadie (Scotland), 93. Bartram (Scotland), 94. Weber (East Germany), 95. Walimberg (USA), 96. Bakošova (Czechoslovakia), 97. de Navarre (West Germany), 98. Keadie (Scotland), 99. Bartram (Scotland), 100. Weber (East Germany).

**Athletics**  
**Disqualification gives bronze medal to Mills**  
Zagreb, Yugoslavia, Nov 3.—Vladimir Zhaloschik, of the Soviet Union, was disqualified for the 20 kilometre walk in the recent European championships, has been disqualified because of a positive dope test. The Amateur Athletic Federation announced here today. The bronze medal will now go to Roger Mills, of Britain, who was fourth across the line in the championships in Rome in September. Mr Adrian Paulen, the Dutch president of the European Amateur Athletic Federation, made the announcement after a weekend meeting of the Federation here. He said that the analysis of two dope tests had made it clear that Zhaloschik had used a stimulant. "Zhaloschik proved positive after the first check in Rome", he said. "The second test gave the same result, therefore we had to disqualify the Russian walker. The bronze medal will now go to Roger Mills, of Great Britain, who came in fourth. The Russian federation has disqualified Zhaloschik after hearing the facts in Zagreb." Mr Paulen added that the tests on Zhaloschik were the only ones which had proved positive. "Mills' finish in the 20 kilometre walk was one of the most dramatic of the championships with the 26-year-old Londoner staggering across the line suffering from dehydration. From the moment the Briton entered the stadium it was clear he was in desperate trouble. He was unable to walk the danger of losing consciousness as he wobbled all over the track. The revised placings for the 20 kilometre walk are: 1. V. Golubnitski (USSR); 2. B. Kanneberg (USSR); 3. R. Mills (GB). —Reuter.

**Integration will soon be discussed**  
Discussions are to take place aimed at bringing the organization of men's and women's athletics in Britain under one body. There is overwhelming support at Amateur Athletic Association annual meeting in London yesterday for an approach to be made to the women's AAA to amalgamate the two organizations as soon as possible. One of Britain's top athletes, Alan Pascoe, the European Commonwealth hurdles champion, came out in strong support of merger. He said: "What has been asked for is a sensible dialogue. Everything should be done to streamline the situation. Putting forward the idea, I think, is a worthwhile aim. The AAU said the vast amount of athletics from school to Olympian level was mixed. At national level, however, they were segregated resulting in an enormous amount of organization being duplicated. A complete integration would result in a far more economic of resources." He said: "Only three of the 100 delegates opposed the idea of discussion. One, Mrs Ferguson, chairman of the Women's AAA, claimed, there is an amalgamation of the Women's AAA would be the relation. At the moment, the AAU is not a separate organization, it was established in 1928 they were told by the men's association. However, Mrs Searle indicated that the door had not been a completely closed. At a meeting in London, the AAU and the AAU have agreed that as soon as they thought there could be a benefit from amalgamation, they will make an approach to men."

**Snooker**  
WORLD AMATEUR CHAMPIONSHIP: 1. V. Golubnitski (USSR) beat J. Searle (Canada). 2. B. Kanneberg (USSR) beat J. Searle (Canada). 3. R. Mills (GB) beat J. Searle (Canada). 4. V. Golubnitski (USSR) beat J. Searle (Canada). 5. B. Kanneberg (USSR) beat J. Searle (Canada). 6. R. Mills (GB) beat J. Searle (Canada). 7. V. Golubnitski (USSR) beat J. Searle (Canada). 8. B. Kanneberg (USSR) beat J. Searle (Canada). 9. R. Mills (GB) beat J. Searle (Canada). 10. V. Golubnitski (USSR) beat J. Searle (Canada). 11. B. Kanneberg (USSR) beat J. Searle (Canada). 12. R. Mills (GB) beat J. Searle (Canada). 13. V. Golubnitski (USSR) beat J. Searle (Canada). 14. B. Kanneberg (USSR) beat J. Searle (Canada). 15. R. Mills (GB) beat J. Searle (Canada). 16. V. Golubnitski (USSR) beat J. Searle (Canada). 17. B. Kanneberg (USSR) beat J. Searle (Canada). 18. R. Mills (GB) beat J. Searle (Canada). 19. V. Golubnitski (USSR) beat J. Searle (Canada). 20. B. Kanneberg (USSR) beat J. Searle (Canada). 21. R. Mills (GB) beat J. Searle (Canada). 22. V. Golubnitski (USSR) beat J. Searle (Canada). 23. B. Kanneberg (USSR) beat J. Searle (Canada). 24. R. Mills (GB) beat J. Searle (Canada). 25. V. Golubnitski (USSR) beat J. Searle (Canada). 26. B. Kanneberg (USSR) beat J. Searle (Canada). 27. R. Mills (GB) beat J. Searle (Canada). 28. V. Golubnitski (USSR) beat J. Searle (Canada). 29. B. Kanneberg (USSR) beat J. Searle (Canada). 30. R. Mills (GB) beat J. Searle (Canada). 31. V. Golubnitski (USSR) beat J. Searle (Canada). 32. B. Kanneberg (USSR) beat J. Searle (Canada). 33. R. Mills (GB) beat J. Searle (Canada). 34. V. Golubnitski (USSR) beat J. Searle (Canada). 35. B. Kanneberg (USSR) beat J. Searle (Canada). 36. R. Mills (GB) beat J. Searle (Canada). 37. V. Golubnitski (USSR) beat J. Searle (Canada). 38. B. Kanneberg (USSR) beat J. Searle (Canada). 39. R. Mills (GB) beat J. Searle (Canada). 40. V. Golubnitski (USSR) beat J. Searle (Canada). 41. B. Kanneberg (USSR) beat J. Searle (Canada). 42. R. Mills (GB) beat J. Searle (Canada). 43. V. Golubnitski (USSR) beat J. Searle (Canada). 44. B. Kanneberg (USSR) beat J. Searle (Canada). 45. R. Mills (GB) beat J. Searle (Canada). 46. V. Golubnitski (USSR) beat J. Searle (Canada). 47. B. Kanneberg (USSR) beat J. Searle (Canada). 48. R. Mills (GB) beat J. Searle (Canada). 49. V. Golubnitski (USSR) beat J. Searle (Canada). 50. B. Kanneberg (USSR) beat J. Searle (Canada). 51. R. Mills (GB) beat J. Searle (Canada). 52. V. Golubnitski (USSR) beat J. Searle (Canada). 53. B. Kanneberg (USSR) beat J. Searle (Canada). 54. R. Mills (GB) beat J. Searle (Canada). 55. V. Golubnitski (USSR) beat J. Searle (Canada). 56. B. Kanneberg (USSR) beat J. Searle (Canada). 57. R. Mills (GB) beat J. Searle (Canada). 58. V. Golubnitski (USSR) beat J. Searle (Canada). 59. B. Kanneberg (USSR) beat J. Searle (Canada). 60. R. Mills (GB) beat J. Searle (Canada). 61. V. Golubnitski (USSR) beat J. Searle (Canada). 62. B. Kanneberg (USSR) beat J. Searle (Canada). 63. R. Mills (GB) beat J. Searle (Canada). 64. V. Golubnitski (USSR) beat J. Searle (Canada). 65. B. Kanneberg (USSR) beat J. Searle (Canada). 66. R. Mills (GB) beat J. Searle (Canada). 67. V. Golubnitski (USSR) beat J. Searle (Canada). 68. B. Kanneberg (USSR) beat J. Searle (Canada). 69. R. Mills (GB) beat J. Searle (Canada). 70. V. Golubnitski (USSR) beat J. Searle (Canada). 71. B. Kanneberg (USSR) beat J. Searle (Canada). 72. R. Mills (GB) beat J. Searle (Canada). 73. V. Golubnitski (USSR) beat J. Searle (Canada). 74. B. Kanneberg (USSR) beat J. Searle (Canada). 75. R. Mills (GB) beat J. Searle (Canada). 76. V. Golubnitski (USSR) beat J. Searle (Canada). 77. B. Kanneberg (USSR) beat J. Searle (Canada). 78. R. Mills (GB) beat J. Searle (Canada). 79. V. Golubnitski (USSR) beat J. Searle (Canada). 80. B. Kanneberg (USSR) beat J. Searle (Canada). 81. R. Mills (GB) beat J. Searle (Canada). 82. V. Golubnitski (USSR) beat J. Searle (Canada). 83. B. Kanneberg (USSR) beat J. Searle (Canada). 84. R. Mills (GB) beat J. Searle (Canada). 85. V. Golubnitski (USSR) beat J. Searle (Canada). 86. B. Kanneberg (USSR) beat J. Searle (Canada). 87. R. Mills (GB) beat J. Searle (Canada). 88. V. Golubnitski (USSR) beat J. Searle (Canada). 89. B. Kanneberg (USSR) beat J. Searle (Canada). 90. R. Mills (GB) beat J. Searle (Canada). 91. V. Golubnitski (USSR) beat J. Searle (Canada). 92. B. Kanneberg (USSR) beat J. Searle (Canada). 93. R. Mills (GB) beat J. Searle (Canada). 94. V. Golubnitski (USSR) beat J. Searle (Canada). 95. B. Kanneberg (USSR) beat J. Searle (Canada). 96. R. Mills (GB) beat J. Searle (Canada). 97. V. Golubnitski (USSR) beat J. Searle (Canada). 98. B. Kanneberg (USSR) beat J. Searle (Canada). 99. R. Mills (GB) beat J. Searle (Canada). 100. V. Golubnitski (USSR) beat J. Searle (Canada). —Reuter.

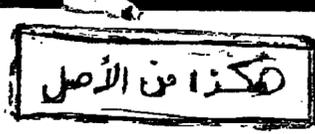
**Show jumping**  
WASHINGTON, International Show Jumping: 1. V. Golubnitski (USSR) beat J. Searle (Canada). 2. B. Kanneberg (USSR) beat J. Searle (Canada). 3. R. Mills (GB) beat J. Searle (Canada). 4. V. Golubnitski (USSR) beat J. Searle (Canada). 5. B. Kanneberg (USSR) beat J. Searle (Canada). 6. R. Mills (GB) beat J. Searle (Canada). 7. V. Golubnitski (USSR) beat J. Searle (Canada). 8. B. Kanneberg (USSR) beat J. Searle (Canada). 9. R. Mills (GB) beat J. Searle (Canada). 10. V. Golubnitski (USSR) beat J. Searle (Canada). 11. B. Kanneberg (USSR) beat J. Searle (Canada). 12. R. Mills (GB) beat J. Searle (Canada). 13. V. Golubnitski (USSR) beat J. Searle (Canada). 14. B. Kanneberg (USSR) beat J. Searle (Canada). 15. R. Mills (GB) beat J. Searle (Canada). 16. V. Golubnitski (USSR) beat J. Searle (Canada). 17. B. Kanneberg (USSR) beat J. Searle (Canada). 18. R. Mills (GB) beat J. Searle (Canada). 19. V. Golubnitski (USSR) beat J. Searle (Canada). 20. B. Kanneberg (USSR) beat J. Searle (Canada). 21. R. Mills (GB) beat J. Searle (Canada). 22. V. Golubnitski (USSR) beat J. Searle (Canada). 23. B. Kanneberg (USSR) beat J. Searle (Canada). 24. R. Mills (GB) beat J. Searle (Canada). 25. V. Golubnitski (USSR) beat J. Searle (Canada). 26. B. Kanneberg (USSR) beat J. Searle (Canada). 27. R. Mills (GB) beat J. Searle (Canada). 28. V. Golubnitski (USSR) beat J. Searle (Canada). 29. B. Kanneberg (USSR) beat J. Searle (Canada). 30. R. Mills (GB) beat J. Searle (Canada). 31. V. Golubnitski (USSR) beat J. Searle (Canada). 32. B. Kanneberg (USSR) beat J. Searle (Canada). 33. R. Mills (GB) beat J. Searle (Canada). 34. V. Golubnitski (USSR) beat J. Searle (Canada). 35. B. Kanneberg (USSR) beat J. Searle (Canada). 36. R. Mills (GB) beat J. Searle (Canada). 37. V. Golubnitski (USSR) beat J. Searle (Canada). 38. B. Kanneberg (USSR) beat J. Searle (Canada). 39. R. Mills (GB) beat J. Searle (Canada). 40. V. Golubnitski (USSR) beat J. Searle (Canada). 41. B. Kanneberg (USSR) beat J. Searle (Canada). 42. R. Mills (GB) beat J. Searle (Canada). 43. V. Golubnitski (USSR) beat J. Searle (Canada). 44. B. Kanneberg (USSR) beat J. Searle (Canada). 45. R. Mills (GB) beat J. Searle (Canada). 46. V. Golubnitski (USSR) beat J. Searle (Canada). 47. B. Kanneberg (USSR) beat J. Searle (Canada). 48. R. Mills (GB) beat J. Searle (Canada). 49. V. Golubnitski (USSR) beat J. Searle (Canada). 50. B. Kanneberg (USSR) beat J. Searle (Canada). 51. R. Mills (GB) beat J. Searle (Canada). 52. V. Golubnitski (USSR) beat J. Searle (Canada). 53. B. Kanneberg (USSR) beat J. Searle (Canada). 54. R. Mills (GB) beat J. Searle (Canada). 55. V. Golubnitski (USSR) beat J. Searle (Canada). 56. B. Kanneberg (USSR) beat J. Searle (Canada). 57. R. Mills (GB) beat J. Searle (Canada). 58. V. Golubnitski (USSR) beat J. Searle (Canada). 59. B. Kanneberg (USSR) beat J. Searle (Canada). 60. R. Mills (GB) beat J. Searle (Canada). 61. V. Golubnitski (USSR) beat J. Searle (Canada). 62. B. Kanneberg (USSR) beat J. Searle (Canada). 63. R. Mills (GB) beat J. Searle (Canada). 64. V. Golubnitski (USSR) beat J. Searle (Canada). 65. B. Kanneberg (USSR) beat J. Searle (Canada). 66. R. Mills (GB) beat J. Searle (Canada). 67. V. Golubnitski (USSR) beat J. Searle (Canada). 68. B. Kanneberg (USSR) beat J. Searle (Canada). 69. R. Mills (GB) beat J. Searle (Canada). 70. V. Golubnitski (USSR) beat J. Searle (Canada). 71. B. Kanneberg (USSR) beat J. Searle (Canada). 72. R. Mills (GB) beat J. Searle (Canada). 73. V. Golubnitski (USSR) beat J. Searle (Canada). 74. B. Kanneberg (USSR) beat J. Searle (Canada). 75. R. Mills (GB) beat J. Searle (Canada). 76. V. Golubnitski (USSR) beat J. Searle (Canada). 77. B. Kanneberg (USSR) beat J. Searle (Canada). 78. R. Mills (GB) beat J. Searle (Canada). 79. V. Golubnitski (USSR) beat J. Searle (Canada). 80. B. Kanneberg (USSR) beat J. Searle (Canada). 81. R. Mills (GB) beat J. Searle (Canada). 82. V. Golubnitski (USSR) beat J. Searle (Canada). 83. B. Kanneberg (USSR) beat J. Searle (Canada). 84. R. Mills (GB) beat J. Searle (Canada). 85. V. Golubnitski (USSR) beat J. Searle (Canada). 86. B. Kanneberg (USSR) beat J. Searle (Canada). 87. R. Mills (GB) beat J. Searle (Canada). 88. V. Golubnitski (USSR) beat J. Searle (Canada). 89. B. Kanneberg (USSR) beat J. Searle (Canada). 90. R. Mills (GB) beat J. Searle (Canada). 91. V. Golubnitski (USSR) beat J. Searle (Canada). 92. B. Kanneberg (USSR) beat J. Searle (Canada). 93. R. Mills (GB) beat J. Searle (Canada). 94. V. Golubnitski (USSR) beat J. Searle (Canada). 95. B. Kanneberg (USSR) beat J. Searle (Canada). 96. R. Mills (GB) beat J. Searle (Canada). 97. V. Golubnitski (USSR) beat J. Searle (Canada). 98. B. Kanneberg (USSR) beat J. Searle (Canada). 99. R. Mills (GB) beat J. Searle (Canada). 100. V. Golubnitski (USSR) beat J. Searle (Canada). —Reuter.

**Science report**  
**Biology: Counting genes to explain antibodies**  
Immunologists have found a way of testing directly one of their theories about the way genes produce enormous numbers of different antibodies. By directly counting the number of genes in the genome of antibody-producing cells, researchers have eliminated the theory that for every antibody a person can make, a complete gene is inherited from one parent. This theory should be true according to classical genetics, but now there seems no escaping the fact that the creation of antibodies is different from the synthesis of all other proteins. The problem with antibodies is their diversity. A single person can make about a million, each of which is a very specific defence against a foreign molecule. The maximum number of genes involved, however, does not have to be quite as large as that, because each antibody molecule consists of two types of protein chain, made separately. If there were 1,000 genes for one chain type and 2,000 genes for the other, the total number of genes would form a total of a million different antibodies. But even 2,000 genes coding for antibody chains seems quite a small number, especially if you consider that there are 10,000 or so genes that humans possess. Immunologists spend a great deal of energy studying theories of how the antibodies could be created. The theories have been in existence for 15 years and up to now there has been virtually no evidence to help in deciding between them. There are two extreme views. One is that antibodies are made in the same way as any other protein. A person inherits the 2,000 genes for the chains from his parents, and ready to use. The only difficulty is that his large number of genes must be able to explain the evolutionary trends. Each individual will need to use only a few of his many genes, and normally only one gene that is not of use to individuals will eventually be lost from a population or mutated into something else. The theory that avoids this difficulty and a lot of unused genes is that antibodies are made on demand during the lifetime of a person. Only one or a few antibody genes are inherited. Antibodies specific against a particular invader are created by very rapid mutation of one of the inherited genes. There is so far no evidence for the postulated rapid mutation. A third hypothesis is possible because of construction of antibodies. In each of the two chain types making up the antibody there is a different set of the 2,000 genes. So the possibility is that there are 2,000 genes for the 3,000 variable and only one or two genes each, and of constant end. This theory would have anti-genes taking up less space than the first one because the constant genes would not be repeated. It, too, involves an unknown mechanism. If there are 1,000 genes for a variable gene and one for a constant gene, the variable gene in a particular antibody is not to be adjacent to the constant gene. Yet a single protein chain is made from these two attached genes. Moreover the B message, which acts as an intermediary between gene and protein, is a single chain. So immunologists have to postulate a novel way of temporarily joining two segments of DNA. The extent of joining is not to be repeated. RNA message can be formed. Unlike other genes, which are directly transcribed, this indirect evidence has been built up for years that constant genes and variable genes are adjacent. But now the theory of the inheritance of the constant and variable unit finally has been demolished by direct counting of the number of constant genes. A similar technique was used by several groups of researchers to study messenger RNA from tumours that were making a great deal of one kind of antibody. A purified messenger RNA was used as a template for the synthesis of DNA by an enzyme that reverses the normal DNA-to-RNA direction of information flow. DNA thus made is complementary to one of the kinds of constant genes and it will bind to it, mixed in appropriate conditions. The extent of binding shows how many genes there are. All the researchers agreed that the number is below five in the latest estimate. By Dr Henric, Packer, Dr Jean, Dr Mau and Dr Lester of the National Institute of Health, Maryland, the estimate is narrowed to two to three genes. The number of constant genes is less than five, so yet it is impossible to find the difference between the other theories. The number of constant genes immunologists must resign themselves to one or other strange phenomenon: either hypermutation or the joining of distant genes of DNA. By Nature-Times News Service. Sources: Science (Nov 1, vol 185, page 432); Proceedings of the National Academy of Sciences (Sept 16, 1974, p 3559). (©Nature-Times News Service, 1974) The International Science Journal is published weekly in London by Macmillan Journals Ltd.

**How our food prices can be compared with those of our European neighbours**  
The danger in avoiding disparities of this kind is that in searching for a fair comparison the compiler of the survey is reduced to commodities like sugar and salt. Even comparisons of bread prices are invalid since the type of loaf that is most popular in Britain is of quite a different species from that baked elsewhere in the EEC. The safest bet is to concentrate on basic and much-used foods in their fresh or lightly processed state, like chicken, fruit and vegetables. Meat is difficult since countries have their own ways of cutting each animal. Processed foods make the most dangerous comparisons of all since the rules for canning and cooking differ markedly in all countries. It is useless to compare a tin of garden peas from Britain with a similar-looking tin from Belgium, or a tin of baked beans and bacon-burgers with one of cassoulet. Spaghetti made by breakfast cereal companies in Britain cannot be fairly compared with the spaghetti in Italy since one market is minute and the other immense. Fish, both fresh and frozen, is worth comparing, especially

**David Spanier**  
Diplomatic Correspondent

**Hugh Clayton**



# "Midland Bank helps us expand and develop without losing our character as traditional family brewers"

**-Oliver Wells, Joint Managing Director of Charles Wells Ltd, Brewers at Bedford.**

Charles Wells, a merchant navy man, retired in 1876 and founded a brewing company. He bought a 'residence with garden and paddock' on the banks of the River Ouse, together with a malthouse, brewhouse, and thirty five public houses. He set about developing the business, and by the time he died in 1914, Charles Wells Ltd was a thriving concern.

He was succeeded by three of his sons in turn, then by a grandson, Major David Wells, who today is also joint managing director with another grandson - Wing Commander Oliver Wells.

**Continuity and development**

"We still brew beer the old way", says Oliver Wells. "We use only the best hops and selected yeasts. Water comes from our own well in north Bedford. And barley often comes from local farms."

"Of course, there have been changes. But with the help of Midland Bank we have been able to expand and develop without losing our character as traditional family brewers!"



**Expansion and future plans**

Charles Wells Ltd is a privately owned brewery. It has long banked with the Midland, and Midland help has enabled the Company to keep its facilities up-to-date to satisfy the thirsts and tastes of an expanding population.

Three breweries were bought in the thirties - at Bedford, St Neots and Newport Pagnell. A fourth was added in 1963 with the purchase of the Abingdon Brewery at Northampton together with 21 more public houses.

Today, the Company owns 263 public houses, all within a radius of forty miles, of which about 35 are under direct management. In addition, it supplies a number of independent outlets such as hotels, restaurants and clubs.



In addition to improving existing public houses, the Company aims to build at least one entirely new public house each year, providing a wide range of amenities, bar games, and a high standard of comfort.

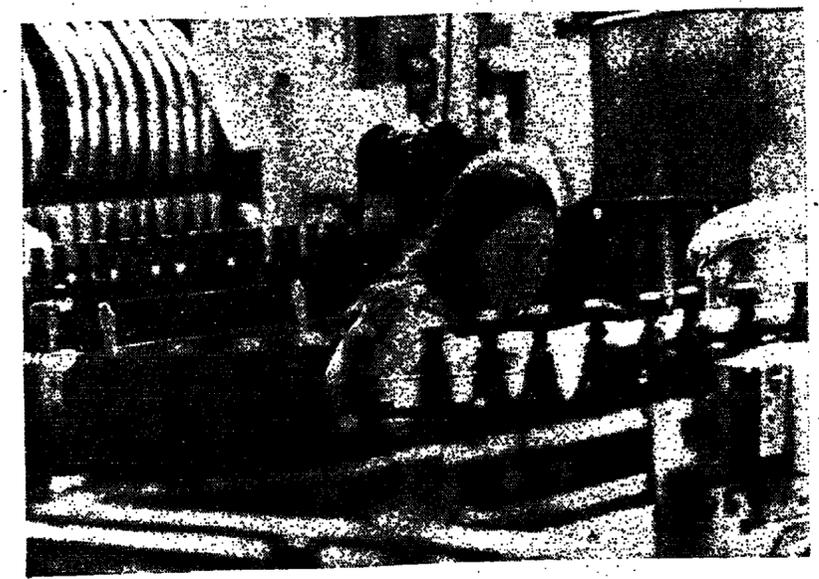
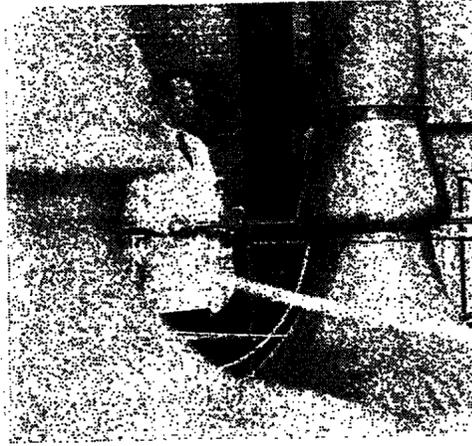
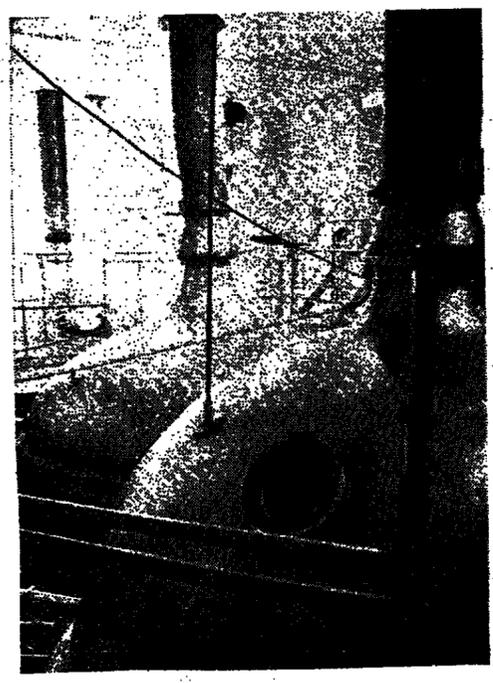
As a result of steady growth over the years, Charles Wells Ltd now brews around 55,000 barrels of beer a year, covering a range of four draught and eight bottled beers.

Are you getting the kind of banking service that helps you develop without changing the character of your business? Your local Midland branch can provide you with further details on the range of services available from the Midland Bank Group.



## Midland Bank Group

Principal Subsidiaries of Midland Bank Limited: Midland Bank Trust Company Limited, Clydesdale Bank Limited, Clydesdale Bank Finance Corporation Limited, Northern Bank Limited, Samuel Montagu & Co. Limited (Incorporating Drayton), Midland Bank Finance Corporation Limited, Midland Montagu Industrial Finance Limited, Northern Bank Finance Corporation Limited, Bland Payne Group, Guvzeller Zurmont Bank AG, Forward Trust Limited, Midland Montagu Leasing Limited, The Thomas Cook Group Limited, Midland Bank Insurance Services Limited.



SPORT

Cricket

MCC must dismiss Chappell early for a chance of victory

From John Woodcock Cricket Correspondent Adelaide, Nov 3

With one day to go the match between MCC and South Australia is well poised. South Australia, with seven second innings wickets in hand, lead by 58 runs and Ian Hendrick has 65 not out. If MCC can get rid of him early tomorrow they could well win: if not they could have the occasional awkward moment themselves on a pitch of uneven bounce.

Cosier took three fours off Willis's fifth over, all off the back foot, and by the time Greig, bowling his 47th over, was under fire from Chappell. Of the 40 runs which Chappell had scored at tea, 28 had come in boundaries. It was very short square boundary was partly responsible for this and it meant that Greig's final figures did him rather less than justice.

Although today has been beautifully warm MCC's bowlers are all completely stiff-necked as a result of cold winds. This evening, for another 50 minutes, Cosier and Chappell got after them. The third wicket partnership was worth 131 when Cosier sided Greig, off the back foot, to Luckhurst at mid-on. Luckhurst was substituting for Old and Taylor for Amis, who has thrown his arm out, another legacy of the club years. After wicket had left Chappell contented himself with playing for the morrow.

To look forward to watching MCC bat on this tour it is necessary to know that they can play a lot better than they did yesterday. The Poms are here again. It's going to be a long hot summer. How on commentator summed up their innings, forgetting their storage of decent practice for the first six in the order. Greig made much the best start. He played as though he has been out here for weeks. His partner in the first six in the order, Amis, was more congested. These two, by the way, beat Australia, representing the MCC team in Johannesburg, though it was the Chappells who eventually contested the final final against the two South Africans, Barry Richards and Eddie Barlow.

Amis and Denness were both beginning to play comfortably enough yesterday when they were beaten by Jenner, the leg spinner. It always takes time for English batsmen new to Australia to adjust to the extra double wicket tournament spinners manage to get out here. Edrich, knowing all about it, was soon picking up runs very much in his own way until he was out to Jenner. It was quite a day for bowlers of leg breaks, Higgs, of Victoria, taking eight in the fifth over, and Australia in Melbourne. It is rare anywhere now for a leg spinner to take eight wickets in an innings.

Heads, Freeman and Chappell, having taken eight wickets in an innings, so that we shall watch Higgs with the same kind of interest that Jarrett, Freeman and Chappell had in the corresponding match in 1932-33.

In distant Perth, another Australian cricketing triumph. This seventh, has been won by the Player. Here in Adelaide, when he was winning it once before, he



Hendrick: two quick wickets that raised MCC hopes.

played a practice round with Ted Dexter. That was at Koozing. In his winning total Player included two rounds of 62. Yet a stroke is talked about at Koozing almost as much as any of Player's was. A five iron by Dexter to the 565 yard 16th hole. Don Bradman reckoned he would be just about the most perfect golf shot he ever saw. Looking fit again after a worrying illness Bradman is withholding judgment on his latest MCC team. Although no longer a selector he still watches with interest.

Delhi, Nov 3.—The West Indian touring party who arrive in Bombay tomorrow start as favourites for the five-match cricket series against India. The West Indies have not been beaten in 13 previous Test matches in India and the team dominated the last two series against England when through England recovered to finish level at 1-1 in the Caribbean last winter.

India, on the other hand, had their morale dented by a 3-0 defeat in England. Their batting weaknesses and lack of penetrating fast bowlers were shown up and spin bowlers could not make up for the shortcomings. But on the whole, home pitches, the picture looks different. The spin bowlers, Bedi, Prasanna and Chatterjee, will find things much more to their liking even against the strong West Indian batting.

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Football Liverpool can hold out on two fronts

By Geoffrey Green Football Correspondent

Encouraged and refreshed perhaps by England's opening victory in the European championship at Wembley last Wednesday, Leeds United, Liverpool and Derby County face European competition again this week with renewed hope.

Leeds, of course, are best placed for a return to the top. Under Doxa, of Hungary, in the European Cup, holding a 2-1 lead from Budapest which they will expect to increase at Eland Road. This time, however, they will be without the services of the automatic McKenzie, automatically suspended for being sent off in the previous game. Yorath too,

and Jordan are on the injured list, but their chances of recovery are said to be better than ever.

Liverpool and Derby, however, held at home 1-1 and 2-2 respectively by Ferencvaros, the Hungarian club, in the first round of the Cup Winners' Cup and UEFA Cup clearly will need to pull out all the stops to survive.

Liverpool for once, led at Ipswich on Saturday, conceding only their second goal in the past nine games and having their lead in the championship cut to single point by their conquerors. But they are always resilient and possess a limitless belief in themselves which has often moved mountains. They are not out of Europe yet.

Derby perhaps face the hardest examination of their recovery, the gully party of that notorious the Celtic in Glasgow, could have won the European Cup last season when they let slip the final goal in the meeting with Bayern Munich. This time, it appears, they substituted skill for violence at the Baseball Ground, forcing the Derby manager, to praise the skill of their football.

Derby, however, will go to Spain encouraged by 1-0 win which they snatched at Leeds where they somehow survived a non-stop barrage of attacks. "We must have trod on a black cat," remarked Jimmy Armfield, the Leeds man.

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Bowles ensures victory for Rangers

By Tom Freeman

While the capital's big three—Arsenal, Tottenham Hotspur and Chelsea—remain anchored to the relegation zone, London must look for the moment, to their two unblemished clubs, West Ham United and Queen's Park Rangers, for consolation in the first division.

If West Ham are making the most of their position, they are modest progress for the same direction. Their 2-0 victory over Coventry City on Saturday followed their success at Wolves last week, and perhaps more significantly, ended Coventry's run of seven games without defeat.

Rangers, however, are making the most of their position, they are modest progress for the same direction. Their 2-0 victory over Coventry City on Saturday followed their success at Wolves last week, and perhaps more significantly, ended Coventry's run of seven games without defeat.

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Triumph for adventurous West Ham

By Geoffrey Green

On the turn out to shoot over the bar when the gate was open. Yet that would have been a travesty and justice was finally done when goals numbers two and three suddenly exploded within a space of 50 seconds to give West Ham their rights.

As so often happens they came out of the bite, first, with their brilliant Brookling (later criticised by Charlton for his advanced position) got an in-off Boam as the Middlesbrough captain tried to cut him off near the right-hand by-line; next, when Paddon sent a 25-yard free kick through a gap in the north-east defensive dyke to complete a great team performance.

Middlesbrough, although only finally nailed at the very end, showed us the other side of the coin. It took a long time against a four five. Yet it provided the first clean sheet in the meeting with Bayern Munich at the half hour when Robson, heading home a cross from the right, crowned a flowing move by himself. Laupers, Lock, Hines, Brookling and finally Gould that had a poetic line.

Not was that the first of the Liverpool back to back victory. By half-time they could have been three or four up as Platt bravely kept out Jennings. Lankester and Gould at point range. Once, too, just before final nails were driven Brookling glided a shot just as the referee blew for the move between Jennings, and himself that covered a length of the field. High with their boots on, refusing to accept the inevitable, in fact were mangled as never in the history of the game. It was in slow anguish and in the anger of Murdoch, who looked for dangerous foot means in midfield by being the elegant, Bonds as don, they were caught in a place. They proved to be a side likely to win the Cup, but they finally o bemoaning the loss of the ligit Mills midway through second half. Middlesbrough as a thrush and hungry for were on song again.

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Glowing match not enough compensation

By Norman Fox

Abiding by their usual priorities, Liverpool put everything into the second round of the European Cup second round match in Budapest tomorrow.

They are durable enough to take on two severe physical tests in four days remains to be seen. Certainly, the first will have given them an encouragement for the second, and as Liverpool seem to treat European matches as colourful diversions from the main road that is called the first division, one suspects that they will be more concerned about what happened in the immediate past than what will happen in the immediate future. A chance to demoralize one of their most serious challengers was missed and the fact that they were unable to score in Ipswich to provide a glowing match of ebb and flow will not be adequate compensation.

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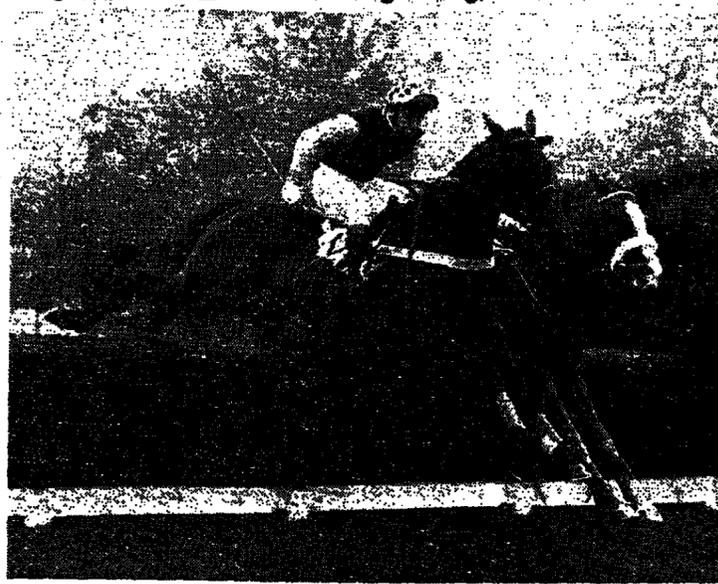
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كنا من الاصل

elancholy swept away by Pendil

Phillips correspondent... Jingle lingers yet awhile... Eddery, Lester Pigott and Hinde, the three leads...



Pendil takes the final fence to win the Sandown Handicap Pattern Steeplechase.

figure, was closing on him fast... Racing round the right-handed elbow David Mott hugged the inside rail on Tingle Creek and jumped the last fence but one still in the lead...

Rugby Union Pearn and Nicholls called the tune

By Gordon Allan... Bristol controlled the tight and loose scrums so thoroughly that they were able to beat Harleyquins without overstraining themselves at Twickenham on Saturday...

Richmond lose steam to puff

By Peter West... Richmond lost their way on a dank and murky afternoon at the Athletic Ground on Saturday when the crees wet rudder rose...

Dealer's Ace beats off strong challenge

Claude Desair brought Fidon through from the rear of the two-horse field in a storming challenge, but Dealer's Ace prevailed strongly to score by half a length...

Lindley rides his last race in Japan

Tokyo, Nov 3.—The British jockey, James Lindley, who has been racing here today and confirmed he planned to become a BBC commentator...

Moseley owe victory to Doble's boot

By Michael Hardy... A daunting noise greets the visitor Old Deer Park. It says "Space reserved for ambulance..."

Only Bournemouth's spirit kept them going

By Peter Marson... It was all the sizz, accompanied not so much by a clackety clack as a crash and bang, when Bedford demolished Bournemouth in the first round of the national knockout competition at Bourne...

Leicester Park programme

Table listing horse racing results for Leicester Park, including CHELWOOD GATE PLATE, CHALDON STAKES, WILDERICK HANDICAP, and others.

Leicester selections

Table listing horse racing selections for Leicester, including 1.30 Florida, 2.0 Virginia Way, 2.30 Buckle, 3.0 High Jump, 3.30 Conifer, 4.0 Trickster.

Tennis Miss Coles gets a sharp reminder from US captain

By Rex Bellamy... Virginia Wade and John Feaver, who played in the singles finals of the corresponding event a year ago, join the field for the second Dewar tennis tournament...

For the Record

Table listing various sports records and news items, including Rugby Union, Golf, Rowing, Cricket, Lacrosse, Tennis, and Hockey.

Sandown Park

Table listing horse racing results for Sandown Park, including 1.15, 1.45, 2.15, 2.45, 3.15, 3.45, 4.15, 4.45, 5.15, 5.45, 6.15, 6.45, 7.15, 7.45, 8.15, 8.45, 9.15, 9.45.

Catterick Bridge

Table listing horse racing results for Catterick Bridge, including 1.15, 1.45, 2.15, 2.45, 3.15, 3.45, 4.15, 4.45, 5.15, 5.45, 6.15, 6.45, 7.15, 7.45, 8.15, 8.45, 9.15, 9.45.

Haydock Park

Table listing horse racing results for Haydock Park, including 1.15, 1.45, 2.15, 2.45, 3.15, 3.45, 4.15, 4.45, 5.15, 5.45, 6.15, 6.45, 7.15, 7.45, 8.15, 8.45, 9.15, 9.45.

ewmarket results

Table listing horse racing results for ewmarket, including 1.30, 1.45, 2.15, 2.45, 3.15, 3.45, 4.15, 4.45, 5.15, 5.45, 6.15, 6.45, 7.15, 7.45, 8.15, 8.45, 9.15, 9.45.

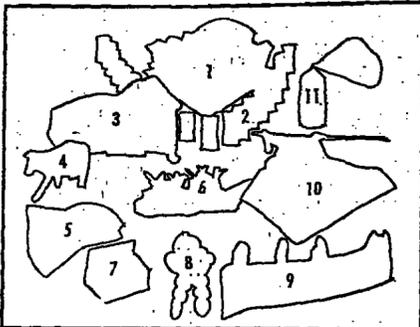


# Innovation for tomorrow

a Special Report

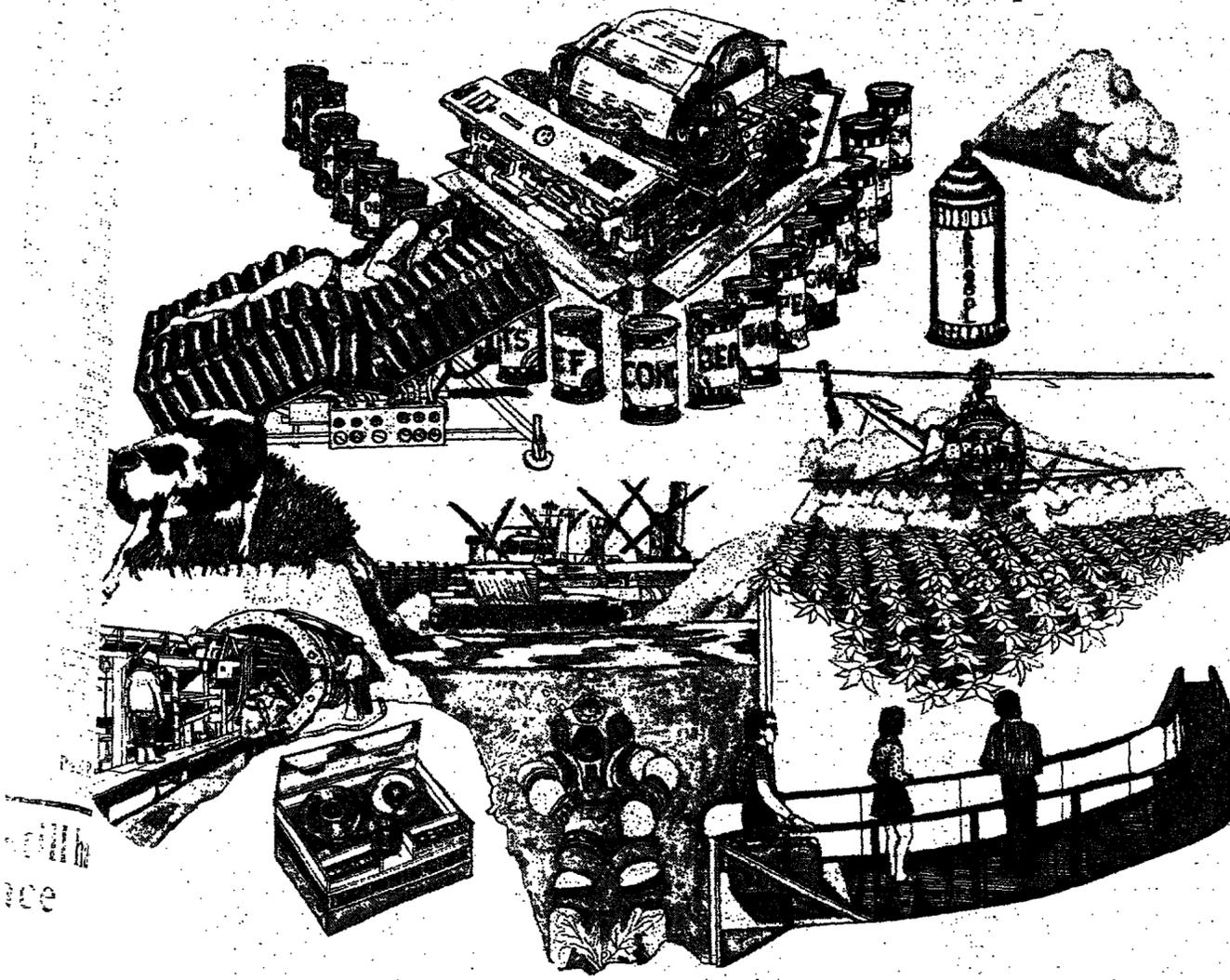
The chief statutory **£50m**, has earned **£47.2m** public in whose interest  
 tions of the National in the past 25 years, they have been developed.  
 Research Development chiefly from licence. In their various applica-  
 Corporation, which cele- income (£29.9m) and tions, however, all of them  
 brates its twenty-fifth levies (£11m). Most of its impinge on us indirectly,  
 anniversary this year, are **£61.5m** expenditure has some in the form of tools  
 to secure the development been applied to backing for industry or instru-  
 exploitation of inven- (£40.9m), mentation for scientific  
 tions, "where the public administration costs research, others as equip-  
 interest so requires"; to (£12m) and payments to ment for the public ser-  
 acquire, hold and dispose inventors (£5.7m). vices or components for  
 of the rights relevant to. Inevitably, some of the consumer products. The  
 these inventions; and to corporation's projects are illustration identifies a  
 promote and assist unsuccessful—52 out of few of these applications,  
 research for innovation, 320 were discontinued last past and present, exten-  
 again in the public year, 86 out of 333 during ding from the hovercraft  
 interest. 1972-73. Only a proportion of the late 1950s to the  
 Inventions are develop- of the successful ones latest. in computer  
 ed either by funding an appropriate partner or, in cases where they result  
 from publicly supported research, wholly by the NRDC. Inventions from  
 industry are normally developed by means of a joint venture between the  
 corporation and the firm concerned. In such cases, ownership and responsi-  
 bility for development and exploitation remain with the firm, while the  
 corporation usually contrib- utes a fixed proportion of the development costs  
 in return for a levy on sales.

The corporation, which has borrowing powers of



Development	Partner	Year of commencement	NRDC authorized investment
1. Computer peripherals	Data Recording Instrument Company	1973-74	£1.5m
2. Heat processing of canned foods	National College of Food Technology	1970-71	£2,000
3. Hoverbed	North West Metropolitan Regional Hospital Board	1966-67	£65,500
4. Detection of mastitis in cows	Tesside Polytechnic/Mr. J. C. Quayle	1968-69	£20,000
5. Soft-ground tunnelling machine	London Transport Executive/Edmund Nuttall/Mott Hay & Anderson	1969-70	£310,000
6. Marine and industrial hovercraft	SE Labs (EMI)	1958-59	£5.2m
7. Instrumentation tape	DHB Construction/Underwater & Marine Equipment	1972-73	£59,000
8. Atmospheric diving suit	Dunlop	1970-71	£32,000
9. Passenger conveyor system	Agricultural Research Council	1968-68	n.a.
10. Synthetic pyrethroid insecticides	Oxford Aerosols	1962-63 1968-69	£75,000 £58,000

Drawing by LARS HOKANSON. Equipment or products illustrated do not necessarily correspond precisely to the development specified.



## Room for anyone unable to find new ways of doing things and new things to do

...nes Pilditch  
 of the first things  
 Kennedy did  
 took office was to  
 the Department of  
 erce to explore new  
 it "speeding the devel-  
 and spread of new  
 ology". A commission  
 et up to look at the  
 ms of innovation. The  
 subsequently pub-  
 lished a number of  
 of special interest to  
 lay.  
 innovation creates jobs.  
 industries alone, com-  
 ally non-existent in  
 were employing  
 30 people by 1965.  
 Innovation creates  
 h. Those same three  
 tries—television, jet-  
 and digital  
 uters—contributed  
 than £5,400m to the  
 national product in  
 1965.  
 There is a very signif-  
 icant relationship between  
 innovation and economic  
 growth.  
 Innovation has had a  
 significant effect on  
 the United States inter-  
 nal balance of pay-  
 ments. (At that time the  
 ed States received 10  
 as much in technologi-  
 cal payments from abroad  
 went out, and had a  
 net of payments surplus  
 patent royalties and  
 like of £200m.)  
 he report said:  
 Companies that have com-  
 mitted themselves to innov-  
 ation as a way of life have  
 wnt faster and more con-  
 sistent than others". Over  
 years the average annual  
 wth of gnp in the United  
 tes advanced at a rate

of 2.5 per cent. During the  
 same time the average  
 annual net sales growth of  
 innovative companies sup-  
 plied was 17 per cent. Their  
 average yearly growth in  
 jobs ranged from 7.5 per  
 cent to almost 18 per cent.  
 Jobs, growth, security,  
 balance of payments  
 surplus—all are items we  
 could do with now. To that  
 list one must add a turbu-  
 lence of change affecting in-  
 dustry in every dimension.  
 Such change spells doom to  
 anyone unable to find new  
 ways of doing things, in-  
 deed, new things to do. In-  
 novation "as a way of life"  
 is imperative because old  
 answers will not solve our  
 new problems. The need for  
 innovation has never been  
 more urgent.  
 For a decade or more  
 British industry has grown by  
 acquisition and merger.  
 Today the possibility of  
 growth this way has all but  
 evaporated. At the same  
 time industry's preoccupa-  
 tion has been with rationi-  
 zing, cutting out dupli-  
 cation, trying to give shape  
 to the conglomeration of  
 assorted companies that  
 have been thrown together.  
 Much of the hoped-for  
 synergy never arrived. And  
 evidence suggests that you  
 cannot build a forest simply  
 by cutting down dead trees.  
 So which way will even our  
 most successful managers  
 turn?  
 Growth from within,  
 organic growth, is an in-  
 evitable if belated answer.  
 This must mean having the  
 will and power to innovate  
 one's own products or ser-  
 vices so as to relate oneself  
 to the world in new ways.  
 Definitions are due. In-  
 novation is the process by  
 which an invention or idea  
 is translated into the  
 economy. According to the  
 report cited, "innovation  
 encompasses the totality of  
 processes by which new

ideas are conceived, nur-  
 tured, developed and finally  
 introduced into the  
 economy as new products or  
 processes; or into an  
 organization to change its  
 internal and external rela-  
 tionships, or into a society  
 to provide for its social  
 needs and to adapt itself to  
 the world or the world to  
 itself".  
 Emphatically, the authors  
 point out, innovation is not  
 the same as research and  
 development. This may well  
 have been a source of  
 misunderstanding in Britain.  
 According to the Organiza-  
 tion for Economic Cooper-  
 ation and Development, this  
 country spends much the  
 same proportion of her gnp  
 on non-military or space  
 research and development  
 as the United States does.  
 Yet we cannot be said to  
 run a close race with  
 respect to innovative suc-  
 cess or economic growth.  
 In other words, invest-  
 ment in research and devel-  
 opment does not lead auto-  
 matically to economic suc-  
 cess; research and develop-  
 ment is part of the innova-  
 tion process, not the whole.  
 Perhaps there is a sad truth  
 in the well-worn phrase that  
 British industry invents  
 things which others then  
 make money on.  
 There is also plenty of  
 experience to show that  
 research departments in in-  
 dustry can expend a lot of  
 energy diligently developing  
 things that no one can pro-  
 fit by. The effort, in short,  
 has not been directed suffi-  
 ciently towards the market-  
 place.  
 It is easier to say that  
 companies should innovate  
 than to say how to do it.  
 Good systems for developing  
 profitable new ventures do  
 exist and can be described.  
 And experience has cer-  
 tainly taught a number of  
 fundamental ground rules  
 without which innovation

has not much chance of suc-  
 cess.  
 Some of these rules  
 emerged from an internal  
 seminar held a fortnight  
 ago in Birmingham by the  
 Delta group of metal and  
 engineering companies. The  
 first is the essential need  
 for serious commitment by  
 top management. Particu-  
 larly in these days of  
 emergency and cutback, it is  
 hard for any board to com-  
 mit funds to anything new  
 or risky. But if it is hard  
 for them it is harder still for  
 divisional company and line  
 managers, who are directly  
 responsible for profit now.  
 So the enthusiasm and the  
 means must come from the  
 top.  
 It probably follows that  
 you cannot expect innova-  
 tion to come from people  
 with a tray full of  
 today's problems. New ven-  
 tures (which in early stages  
 cost money and do not  
 make it) will go to the bot-  
 tom of the pile and stay  
 there. Line managers should  
 certainly be involved in in-  
 novation projects but the  
 drive should come from  
 people one step removed  
 from the hurly-burly.  
 The next rule is that in-  
 novation must be geared to  
 a market need. It does not  
 mean, indeed probably does  
 not mean, the immediate  
 market. The closer one is to  
 one's market the less chance  
 there is of being thrown by  
 changes in demand. Equally,  
 things that no one can pro-  
 fit by are not worth the effort  
 focused on their technical  
 or manufacturing skills the  
 more they will suffer when  
 demand for those skills  
 declines.  
 Good innovation work-  
 ing too is geared and assessed  
 frequently in the light of  
 the potential profit it will  
 yield; if not misdirection  
 and fruitless effort is almost  
 inevitable. The ability to cut  
 a project quickly is impor-  
 tant.

The next rule is that in-  
 novation should be based on  
 existing strengths, and these  
 need not be technical ones. We  
 have to reassess the process  
 of getting brainpower and  
 other site: too much emphasis on  
 technical excellence has  
 inhibited many companies  
 from profitable innovation.  
 By this I do not minimize  
 the need for a product to as

perform well. But I do  
 mean we have to see what  
 performance is required,  
 again, there are established  
 ways of doing so. Whether  
 brainstorming and other  
 group activities for de-  
 veloping ideas are encour-  
 aged, or whether ideas  
 come back from what Stein-  
 beck called "the lonely  
 mind of a man", does not

matter. The great thing is  
 to search for new ideas,  
 new ways of relating pre-  
 vious experience—then  
 check them.  
 The final rule is that in-  
 novation should be the con-  
 stant, continuous concern of  
 any organization. In good  
 times we may appear to get  
 along without it, but past

negligence will surely show  
 when the climate changes. If  
 I may quote Colin McIver,  
 the eminent marketing con-  
 sultant, "It's like growing  
 asparagus. The right time to  
 have started is five years  
 ago."  
 The author is chairman,  
 Allied Industrial Designers.

## Important role for smaller firms

Kenneth Owen  
 Technology Correspondent  
 10 years ago Mr Patrick  
 Docksey, author of a report  
 the Government role in  
 developing and exploiting  
 inventions, was asked by the  
 Commons Select Committee  
 Science and Technology:  
 "Would you keep the  
 National Research Develop-  
 ment Corporation or would  
 you abolish it?" He replied:  
 "I would keep it. If I abol-  
 ished it, I would have to  
 create it."  
 But the role and per-  
 formance of the NRDC are  
 often criticized and some-  
 times misunderstood. What is  
 its role, and how has the  
 corporation performed? Is  
 the NRDC in tune with the  
 needs of innovation in  
 Britain?  
 Mr Docksey's analysis pro-  
 vides a good starting point.  
 A former general manager of  
 the research and technical  
 department of the British  
 Petroleum, he was com-  
 missioned in 1971 by the

Government to "advise on  
 the exploitation of inventions  
 resulting from public re-  
 search and on the support by  
 the National Research Devel-  
 opment Corporation for the  
 development and exploitation  
 of inventions from other  
 sources".  
 The NRDC's main function  
 under the Development of  
 Inventions Act is to develop  
 or exploit inventions result-  
 ing from public research and  
 from other sources. It has  
 to act in the public interest  
 and to break even on  
 revenue account as far as  
 consistent with these aims.  
 As the Docksey report  
 pointed out, the require-  
 ments to act in the public  
 interest and to break even  
 financially are not neces-  
 sarily compatible. And the  
 former is a matter of in-  
 formed, subjective judgment,  
 while the latter is "a matter  
 of accounting under provi-  
 sions which may or may not  
 adequately allow for the  
 timescale and unpredict-  
 ability of the activities".

In attempting to strike a  
 balance between the two  
 requirements, Mr Docksey  
 reported, the corporation  
 had tended to give weight  
 to the break-even require-  
 ment as being the one by  
 which their performance  
 could more precisely be  
 judged.  
 Mr Docksey's investiga-  
 tion into the alleged short-  
 age of risk capital for the  
 development of inventions  
 convinced him that in fact  
 there was no shortage of  
 finance from the City insti-  
 tutions for the later stages  
 of development and the first  
 stage of application.  
 But these institutions did  
 not in general provide  
 finance for the early develop-  
 ment stages of a speculative  
 project, which usually had to  
 be found within the resources  
 of a firm. Assistance here  
 was certainly needed by  
 smaller firms, and occasion-  
 ally by larger companies also,  
 as evidenced by the use  
 of which had been made of the  
 NRDC's joint-venture fund-  
 ing.

As for private inventors,  
 the corporation had an obli-  
 gation to consider inventions  
 from private individuals and,  
 where required in the public  
 interest, to promote develop-  
 ment and exploitation. Its  
 financial support was limited  
 to those cases where further  
 development was needed to  
 bring an invention to the  
 stage of industrial applica-  
 tion.  
 Although the corporation  
 had supported only a very  
 small proportion of the total  
 submitted, it had spent con-  
 siderable sums on developing  
 five or six private inven-  
 tions (such as fuel cells,  
 hovercraft and tracked hover-  
 craft). These in the main  
 had been revolutionary in  
 nature, and hence essentially  
 long-term and highly specu-  
 lative financially.  
 Another way of looking  
 at the difference between the  
 NRDC and other sources  
 of finance for industry is to  
 consider the whole range of  
 technology, from the purely  
 evolutionary to cases where



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 Research Laboratory of the U.K. Atomic Energy Authority

# Major campaign sets out to reach universities and industry and develop new technology

by Kenneth Owen

Mr William Makinson, managing director of the National Research Development Corporation since May, says: "I think it's a shame that we are not borrowing our full £50m and pumping it into British industry."

He points to the slackening rate at which proposals are being made to the corporation; and to a new marketing effort which the NRDC is launching to reach the many firms which could benefit from joint innovative projects.

The history of the corporation, he believes, has shown the robustness of the original Development of Inventions Act. Despite political and other changes over the past 25 years it has enabled the corporation to work effectively in its own way.

But, he adds, there are some financial constraints and uncertainties which could with advantage be removed. "In the original days of the NRDC the Minister had at his discretion the ability to give us up to eight years' freedom from interest on our borrowings, and this he did for some considerable time."

"However, when we start

not only making a profit but also producing a cash surplus they obviously look at this rather critically. And they have decided, from the middle of last year, to remove the concessions that we have had on two things—first, on this interest-free period, which we have had on all borrowings; and second, the concession whereby we can apply to write off certain failed projects so that we do not forever have to carry the burden of servicing the loans which financed those projects.

"This is no bad thing, but one must be realistic and recognize that this is a situation which could change. The relatively few projects which are resulting in this favourable cash flow and profit situation could be eroded or could change rather catastrophically.

"The possibility of having the rules changed from time to time could be difficult to live with. Our biggest earners are the Cephalosporin antibiotics, and although we have had at his discretion the ability to give us up to eight years' freedom from interest on our borrowings, and this he did for some considerable time."

"However, when we start

"This is my only criticism of the way we work. It would be nice to know exactly where we stand rather than feel that there is some control which could be exercised which could influence our decision on whether to do something or not. I think that sort of decision should be taken purely on the merits and demerits of the particular situation, and not on how it is going to affect our profit and loss account."

## A definite drop in proposals

Except in special cases, the corporation does not itself propose projects or areas of work for development; it tries to make sure that the innovators themselves know that corporation backing is available for suitable projects.

"All we know at present is that there is a relative dearth of good projects," Mr Makinson points out. "We are halfway through the 1974-75 year, and there has definitely been a drop in the number of worthwhile proposals."

So the corporation has decided to launch a major campaign to tell and remind both industry and the universities

that the NRDC can help to develop new technology. In particular, Mr Makinson hopes to reach the smaller firms—those with between 500 and 1,500 employees who could support £50,000-£100,000 projects.

## Organization based on groups

The market orientation which is envisaged is likely to be reflected in changes in organization within the corporation. At present the organization is based on groups covering specialized areas such as biochemistry, industrial chemistry, scientific equipment, automation, electronics, mechanical and civil engineering, and production machinery.

Some inter-disciplinary teams, running across the boundaries between these subjects, have already been set up, in underwater engineering, for example. An extension of this approach could well emerge, although Mr Makinson does not favour an indiscriminate "matrix management" style

of intersecting projects and disciplines. The corporation is frequently criticized for taking too long to assess projects, and for its "expensive money". What does Mr Makinson say to those criticisms?

"Yes, he admits, it can take four or five months to assess a project, whether large or small. This might appear to be a long time when fairly small sums of money are involved, but every project has to be approved by the Department of Industry, and often not enough information is provided when the initial application is made."

"But, when we do put up a proposal", he emphasizes, "it does mean we have been careful with public funds and that the assessment has been thorough." And yes, he further admits, NRDC money can be regarded as expensive money, provided the project succeeds. If it fails, it costs the firm nothing.

Does the corporation back the inventor or the investor? Usually it would assess the invention and tell



Mr William Makinson: "There is a relative dearth of good projects."

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□ © Does your Company sales literature bear this symbol?  
These two questions are taken from the NPM Check List On Company Innovation Management. This Check List, together with conclusions to be drawn therefrom, is freely available upon written request to NPM Head Office. Note that NPM reserves the right to decline requests from Companies having conflict of interest with established NPM Clients.  
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## Tricky question of ownership of ideas

by Pearce Wright  
Science Correspondent

Much has been heard this year about the way many of our economic difficulties could be alleviated by collaboration between the great brains of Britain. In essence this would mean merging the intellectual resources of industry, government and academic institutions for a revival of our ability to innovate. While the object is laudable, the need to make such a call suggests that harmony does not reign between these sections of society.

It seems as well to face the fact that there are good reasons why various groups may not see eye to eye. University departments form an essential springboard for technical advance, both in directly through education and directly by discovery in the laboratory. In an open society which believes in accountability and social responsibility, all this work should be publishable. The variety of ways in which this can be interpreted is fascinating in its own right.

However, there is another aspect of producing inventions in university research centres which raises interesting questions. It applies to discoveries of new instruments, chemicals or manufacturing processes

with potential commercial markets. There are many instances where the inventor not profiting greatly from his genius. One of the routes open to a research worker supported by public money, whether at university or college of technology or a government laboratory, is to seek assistance from the National Research Development Corporation.

An enticing invitation is offered to anyone who believes he has something that ought to be developed or exploited commercially in the national interest. He may find it rather difficult to separate national interest from ordinary self-interest.

Apart from the issue of freedom of publication, inventions made in centres funded from the public purse can raise some tricky questions about ownership. In a pamphlet outlining the services available to universities or independent organizations, NRDC explain that the inventor must consult the university administration about the ownership of rights to an invention.

The corporation was established as an independent organization to help to develop a good idea from a large income was justified by his ability to identify the weakness of any competing patent in the field in which the work has been initiated.

## Important role for smaller firms

continued from page 1

the degree of innovation is 100 per cent. The potential gain rises progressively from a guaranteed gink-ged return at the "evolutionary" end to an extremely high gain at the "revolutionary" end.

While the merchant banks tend to operate at the low end of the spectrum, the area of NRDC interest is higher up the slope. The boundary between the two is not an abrupt line, but an overlap area where the corporation and the banks often work together.

High risk is synonymous with the high-innovation area, and it is not surprising that the NRDC record shows a high failure rate in terms of numbers of projects. To a certain extent the corporation attempts to balance the high-risk projects with safer ones, but it could be argued that the high failure rate is simply evidence that the corporation is doing its job.

In its twenty-fifth annual report, just published, the corporation records that its development expenditure for 1973-74 was £5.61m, a drop from £3.84m the previous year. But investment approvals for development projects rose to £5.21m from £2.53m in 1972-73.

On the exploitation side, the NRDC's licence income increased from £5.61m to £7.17m, of which £5.68m represented foreign currency earnings.

The corporation's overall financial results for the year show a net surplus of £754,000, compared with £529,000 in the previous year. Total loans outstanding to the Department of Industry amounted to £21.03m (total borrowing powers are £50m); and the accumulated deficit carried forward was £1.18m.

As well as simply making its services known and assessing whatever proposals are received, the NRDC has in recent years deliberately sought out areas of economic activity where support for research and development might prove particularly beneficial.

At present, Sir Frank Schon (chairman) and Mr W. Makinson (managing director) report, this effort is being concentrated on the offshore oil and gas supply industries in particular, and energy sources and conservation in general.

Recent new projects have included developments in computer peripherals (with Data Recording Instrument Company), computer systems for civil engineering design (by Genesys, an NRDC subsidiary), investment information services (with Datastream International), plasma anti-inflammatory agent (by King's College Hospital Medical School), and Braille display devices for the blind (with Clarke and Smith Industries).

Private inventors, Sir Frank and Mr Makinson say, are now putting forward an increasing number of proposals for preventing or minimizing pollution. At the energy crisis has had the effect of stimulating proposals for using wind and water power, or for making better use of oil, gas and coal resources.

These trends reflect deep concern about "problems" felt by inventors—they can "but regrettably we have the basic technical skills and scientific skills to appreciate the practicalities involved."

On its 25-year re-dated, the NRDC has wished itself without doubt an effective change in development and exploitation of new ideas covering spectrum from the utilities, government establishments, industrial private individuals.

It has helped to put biggest return on put for inventions, has many high-risk projects has strengthened British industry. Its support for the British puter industry, for example of direct benefit, technologically to the try and financially to portation.

But its success is to two important limitations of scale and the government intervention. "Any self-respecting bank would more between breakfast time than we do year", one top NRDC official says. Normal irrelevant: the bulk NRDC support is in tiny small packages are sufficient to bridge gap between invento commercial application.

But on occasion the ration may need to more on a single project it can afford—with borrowing powers of perhaps £5m would realistic rule-of-thumb for any single project, tracked overcraft, for example of a project grew too big for N without an industrial o-erment commitment t time, its cancellation probably inevitable.

The other type of limitation can arise when the corporation is persuaded government departments tackle a project which NRDC would not back own judgment. An example of this was a scheme rationalize the British electronics industry, which was inappropriate to N and which failed.

These general constraints are now compounded by economic difficulties which face Britain. But a com from the Docksey repo even more relevant than it was when written. Most large firms and smaller ones are strong technology. Docksey's Buz, he went on, "the industrial system is dated for the most part medium-size or small firms which are so fragmented, unsophisticated that they have neither the means nor the ability to carry out significant amount of development work on their own."

There are two reasons paying particular attention to these firms. The first is that the country's industrial potential would be greatly increased if they could be improved. The second is that, once they can be tried over the first hurdle their small size is often positive help in generating enthusiasm for a new invention.



On the left is one of the two 2,240kW vertical cage induction motors which drive the circulating water pumps at Newbury generating station. They were built by GEC Machines, Rugby. The electric chain safety hoist, above, was manufactured by Geo. W. King of Stevenage, Hertfordshire. Its lifting capacity can be varied from 250 kg to 500 kg.

## Picking a winner means loans can be repaid

by Anthony Rowley

Although the Industry Act of 1972 doubled the NRDC's borrowing limit from £25m to £50m, thus recognizing the realities of inflation, the corporation celebrates its twenty-fifth anniversary with a liability on loan account of about £21m only.

The NRDC has not borrowed new money from the Treasury—strictly the borrowing is done through the Secretary of State for Industry—since 1970. This is partly a reflection of how certain profitable projects have enabled borrowings to be repaid. It also reflects the reduced level of NRDC new projects because of the general decline in economic activity.

## Yielded handsome return

A number of the projects undertaken by the corporation in the past, such as the patent support given to the Cephalosporin family of antibiotics, have yielded a handsome return that has allowed a reduction to be made in the overall level of indebtedness.

NRDC is bound by statute to repay the capital of its loans after 15 years, though because of the rolling spread of its borrowings this is not the limit of its lending period. Moreover, some of the borrowings, particularly the more recent ones bearing the heaviest interest, are being repaid in advance, tranche by tranche.

Repayment is made mainly from licence income and levies from joint ven-

ture projects. There are few cases where the NRDC's interest in a project is salable intact for a capital sum. Investments undertaken in return for share certificates are the exception and so far there have been a few cases of the NRDC being bought out of its interest for a cash sum.

Up to March 31, the corporation's cumulative outgoings, including interest on government advances (less relief grant), were in excess of its income by some £16m. This deficiency was made good by loans through the Secretary of State for Industry.

However, in the year 1972-73 the NRDC began to make meaningful repayments of its advances from the Government. They reached just over £3m in that year (having been only £4,000 in the previous year) and were a further £500,000 in 1973-74.

The NRDC derives its licence income by acquiring rights in inventions that originate in government departments, the research councils, universities and other sources and finding industrial companies willing to manufacture under licence.

This leads to licence or patent income, but if an invention needs further development before its technical or commercial merits can be adequately assessed the NRDC may assist this further work. If money is spent by the corporation other than on patenting this cost is quickly as possible.

The NRDC also undertakes the development and licensing of inventions made by private individuals. The however it was an outstanding example of this type and this category contributes to licence income.

However, the joint venture concept with industry is less well known and it is an approach the NRDC is likely to be promoting more vigorously. Officers of the corporation feel that the reason why more companies do not take advantage of this facility must simply be that they are unaware of its existence.

A joint venture is where an industrial company invites the NRDC to share with it the cost of developing a new invention, machine or process. This is likely to be a project which the company has already started but is unwilling to continue because of the high risk, or one which it cannot support on an adequate scale from its own resources.

Applicants are usually encouraged to plot graphs of likely returns, taking a range of assumptions, and then to judge for themselves whether the NRDC's take is really substantial at anything other than the upper end of this range.

## Lines of credit are available

The appeal of this type of venture from industry's point of view is that it is effectively "off balance sheet" finance and therefore does not affect the company's gearing ratios. Lines of credit which might otherwise have had to be taken up for project development are instead available for subsequent requirements such as working capital at the production stage.

Though the NRDC's remit does not enable it to assist companies directly in the current liquidity shortage there are indirect ways in which it can help. It can for example assist with specific project development so that cash flow which would have been tied up in such projects is released for use elsewhere in the business.

## Real risk-sharing approach

This sort of partnership deal has many attractions. It is a genuine risk-sharing approach because if the particular project being financed should fail, the NRDC does not get its money back. The same thing cannot be said of projects financed through commercial loans, and equity capital does not normally go looking for such high risk situations.

If the venture succeeds, the NRDC also undertakes the development and licensing of inventions made by private individuals. The however it was an outstanding example of this type and this category contributes to licence income.

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# ve notable projects indicate factors that can influence selection of a discovery for aid

Wright  
Correspondent

ere I read recently  
a way people lived at  
n of the century was  
to the life-style of  
times than to condi-  
today. Various ex-  
were used to justify  
ment: the horse was  
to be as important  
nsport and work in  
the donkey had been  
by centuries before.  
The impending impact of  
tor vehicle was fore-  
only a few inno-

new devices.  
This avalanche of inven-  
tion and innovation has been  
absorbed in a short time.  
Indeed the value of many of  
them is now being ques-  
tioned because of our seem-  
ing inability to cope with  
the accompanying social  
changes. It is argued that  
we need to provide the  
wherewithal to stimulate  
social invention, or to find  
solutions to the major  
human problems, on a scale  
comparable to that provided  
in the past for discoveries in  
science and technology.

If this applies to the ac-  
tivities which produce "physi-  
cal artefacts", as the patent  
specialists seem fond of call-  
ing inventions, then clearly  
it is an immense task to dis-  
cover ways of engendering  
those "social" inventions,  
needed to dispel urban de-  
cay, poverty, mental illness,  
language barriers, racial dis-  
cord, addiction, crime, family  
disunity, unemployment and  
so forth.

It has never been easy for  
the individual experimenter  
to obtain money to develop  
his ideas, and conditions  
have worsened over recent  
years. A commercial firm  
can suddenly awaken to op-  
portunities and finance its own  
exploitation, and by the same  
token a large number of in-  
dividuals reinvent the wheel.  
With so many unpredictable  
factors at work, five notable  
projects on the files of the  
National Research Develop-  
ment Corporation give an in-  
sight into some of the factors  
that can influence the  
selection of a discovery for  
aid.

Work on the new group of  
antibiotics was a combined  
discovery by a team under  
Professor E. P. Abraham and  
Dr G. G. F. Newton at the  
Sir William Dunn School of  
Pathology at Oxford Univer-  
sity and another group under  
Mr B. K. Kelly at the anti-  
biotics research section of the  
Medical Research Council, at  
Cleveland.

The fundamental advances  
were supported by the univer-  
sity and the council until  
it was time to move to com-  
mercial exploitation. The  
cephalosporins have chemi-  
cal similarities with the  
penicillins and they are  
broad spectrum antibiotics.  
One particular advantage is  
that they resist an enzyme  
known as penicillinase which  
destroys penicillin. The  
Glaxo group took the pre-  
paration for commercial pro-  
duction in Britain; Eli Lilly

in the United States and the  
Fujisawa Pharmaceutical com-  
pany in Japan did the same.  
Other companies quickly  
acquired patent licence to  
introduce the treatment  
throughout the world and have  
subsequently begun developing  
derivatives.

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sively in commercial, mili-  
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Some of their applications  
would be highly troublesome  
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The original investment by  
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Development, which provides  
technical assistance to manu-  
facturers and operators.  
Ferry services based on  
hovercraft fleets have been  
introduced steadily in many  
parts of the world. Cross-  
Channel routes remain the  
most well developed of these  
schemes. Last year Hover-  
Lloyd and British Rail Sea-  
speed were responsible for  
carrying more than 1,300,000  
passengers and 250,000  
vehicles.  
Larger and quieter designs  
of cross-Channel vehicles are  
being tested among the num-



Three projects backed by the NRDC, each with a marine flavour. Left: the JIM atmospheric diving suit, about to take the plunge. Centre: bacteria-killing fungus, basis of the cephalosporin antibiotics, is collected from a sewage outfall on the Sardinian coast. Right: Pisces III, one of six submersible craft belonging to Vickers Oceanics, about to be launched by its surface support vessel.

## ing suits and marines

energy crisis provided  
impetus for focusing atten-  
tion on fluidized bed combus-  
tion. Exploration for North  
oil worked in reverse by  
showing how little develop-  
ment was available for pro-  
cessing underwater equip-  
ment needed for engineering  
the sea bed. A number of  
diving accidents have  
occurred in the North Sea oil  
fields. Yet the work is  
at a fraction of its even-  
scale; it is also being  
done in fairly shallow  
waters of the continental shelf  
in preparation for moving to  
deeper water.

is a steel rope for raising and  
lowering the suit to the sea  
bed, and a telephone line.  
Divers can work to depths of  
1,300ft.  
The project has its origins  
in an unsuccessful attempt in  
1935 to salvage treasure from  
the Lusitania, sunk off the  
Irish coast 20 years earlier,  
using an armoured diving  
suit, a technique since over-  
taken by methods for free  
diving with self-contained  
pressure equipment.  
One problem of the rigid  
diving suit, resembling a man  
with arms, legs and head  
in a viewing glass, was the  
effect of deep water pres-  
sures on the flexible joints  
of the knees and elbows. New  
construction materials have  
helped to overcome this  
trouble, however, and work  
can now be carried out at  
depth for up to 20 hours with  
ease.  
At the other end of the div-  
ing spectrum is the series of  
submersible vehicles devel-  
oped by Vickers Oceanics in  
which the corporation has a  
share. Miniature submarines  
with observation windows  
and remote controlled engin-  
eering equipment are used to  
dig trenches for underwater  
cables and pipelines, and for  
inspection of pipelines and  
oil installations. The latest

Vickers Oceanic design is a  
submersible which allows div-  
ing crews to leave the vessel  
and return on the ocean  
floor.  
**Bacteria-killing fungus**  
The outstanding success in  
bringing in royalty money to  
the corporation has been the  
group of antibiotics called  
the cephalosporins, as thou-  
sands of patients treated in  
almost every country in the  
world must surely agree. This  
group of drugs must also  
have delighted those com-  
pilers of textbooks of phar-  
macology who like to include  
an account of the events  
leading to a discovery. For  
the origins of these agents  
lay in the discovery, nearly  
30 years ago of a bacteria-  
killing fungus, Cephalospor-  
ium, isolated from sewage  
by some research workers in  
Italy.  
Until well into this century  
the search for new drugs con-  
tained a true element of  
chance. True, chemists had  
found that many substances  
could be synthesized and they  
began experimenting with

pounds aimed at producing  
specific physiological  
changes. By the time studies  
of cephalosporins began, this  
process was highly organized.  
Some salutary lessons had  
been learnt from recent ex-  
perience. Not the least, and  
perhaps the best known to  
the public, was the delay  
that had surrounded devel-  
opment of penicillin.  
Work on the new group of  
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less pollution from the com-  
bustion of the fuel; hence  
lower-grade fuels such as  
high sulphur coals, oil or  
combustible waste can be  
brought into energy produc-  
tion.  
Many other applications  
exist for fluidized beds, and  
most of the basic ideas are  
well tried. Much of the past  
10 years therefore has been  
devoted to convincing power  
station operators and indus-  
trial concerns of the energy  
savings of fluidized beds.  
A company called Combustion  
Systems has been formed  
by the NRDC, with the  
National Coal Board and BP,  
to exploit the knowledge  
gained in Britain. At a meet-  
ing of the International Com-  
mittee for Coal Research last  
month Dr J. Gibson, director,  
Coal Research Establishment,  
National Coal Board, said  
fluidized combustion was  
potentially the most attrac-  
tive way of burning coal  
under pressure cleanly and  
economically.  
The suitability for combus-  
tion of low-grade fuels had  
been illustrated by the de-  
velopment of a unit for dry-  
ing coal slurries and using  
the heat in the coal portion  
of the slurry. Fluidized com-  
bustion units for coal-firing  
As a comparison, it took two

small industrial boilers had  
been developed to the proto-  
type stage and the system  
had also been adapted to fur-  
naces for applications such  
as driers.  
It is arguable that the  
hover principle has still to  
be given its proper opportu-  
nity in the mixture of trans-  
port systems we use. Never-  
theless there are hover-  
crafts operating exten-  
sively in commercial, mili-  
tary and industrial fields.  
Some of their applications  
would be highly troublesome  
to carry out with other  
methods of transport.  
The original investment by  
NRDC in the project is main-  
tained through a wholly-  
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Development, which provides  
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Ferry services based on  
hovercraft fleets have been  
introduced steadily in many  
parts of the world. Cross-  
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United States, where interest  
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can Navy weighing 10 times  
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sions of the hover principle  
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structures weighing up to  
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equipment, concrete compo-  
nents, electrical transformers  
or oil tanks can be manoeuv-  
red with ease when floating  
on air.  
On the other hand the pro-  
ject founded under the com-  
pany Tracked Hovercraft  
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## Plans to automate glass polishing and cutting to replace unavailable labour in industry

Charles Lyte

is said of a craftsman that  
he lives in the middle of  
the forest the world will bear  
path to his door. In per-  
haps less dramatic terms  
it is true of Mr Colin  
Mayers, owner of a small  
glass machinery company in  
Littlehampton, Sussex. Mr  
Mayers was approached  
five years ago by the  
NRDC which was seeking a  
joint venture in a new  
development for the glass  
industry.

at a bench with cold water  
trickling over his hands,  
closely concentrating on an  
object about a foot from his  
face, and subjected to an in-  
tense and piercing noise.  
Acid polishing exposes the  
operator to extremely un-  
pleasant fumes from the acid  
baths.

operation while retaining a  
hand-polisher plant.  
"We decided to switch the  
emphasis of the research and  
development project to the  
cutters. We went to the  
NRDC and said that is what  
we are doing - do you  
mind?" The company  
also asked the NRDC to put  
a further £30,000 into a  
joint venture for the  
cutters. But this second deal  
was harder to negotiate.

by the end of the year the  
fact were going out."  
Last year the company  
made a small profit, and by  
the end of this year it will  
repay £12,000 to the NRDC,  
nearly half its £30,000 stake,  
and the whole will be cleared  
by the end of 1975. It is  
an impressive, considering the  
advanced nature of the joint  
projects, that development  
costs have come to a little  
under £100,000.

Clearly systems to replace  
the unavailable labour were  
badly needed by the glass  
industry, and it was to this  
objective that Mr Mayers  
turned his attention.  
When the first meeting  
with the NRDC was arranged  
he was working on an auto-  
matic polishing plant. This  
corporation was interested in  
it and put in £10,000 for the  
development as a joint ven-  
ture in which he shared  
"fifty-fifty", Mr Mayers said.  
"The agreement was very  
easy to negotiate. There  
were no frills and their con-  
tract was simple, legally, al-  
though there were rather a  
lot of clauses that had been  
inserted over the years as a  
result of the corporation  
having been taken for a ride  
in the past."  
During the following two  
years work went ahead on  
the development of the  
polisher and at the same  
time Mr Mayers continued  
with his work on the machine  
to produce cut-glass.  
"It was really a safety  
back-up, because market-



Mr Colin Mayers examines a glass vase made by an East German company using machinery supplied by his firm.

wise I was aware that a cut-  
ting machine was going to  
be much more of a selling  
proposition than a polishing  
plant. For every one  
polisher, 10 or more cutters  
were needed."  
Another significant fact  
was that a polishing plant  
costs about £100,000 while a  
cutting machine costs only  
about £20,000, and many  
smaller manufacturers would  
probably prefer to modern-  
ize the laborious cutting

Having already built a pro-  
totype of the cutter in a gar-  
age in Hertfordshire and fi-  
nanced it out of his own  
pocket, Mr Mayers was no  
stranger to being left to make  
out on his own. In fact, he  
rather approves of garden-  
shed research and develop-  
ment. He believes that his  
year in the wilderness was  
quite valuable because it  
enabled the NRDC to assess  
this determination.  
"After a year, they  
cautiously agreed to look at  
the proposal for a joint  
venture again. Eventually  
they said they would take a  
50 per cent stake provided  
our bankers would come up  
with overdraft facilities. I  
went to see them and they  
agreed."  
To some extent the bank  
was going out on a limb and  
backing its commercial in-  
stinct rather than a project  
that was filling up a com-  
fortable order book. "As it  
happened" he said, "once  
the bank came in we had  
it all tied up. With the deal  
arranged orders began to  
come in early last year, and

# NCB R&D

## It stands for better working conditions, better safety, better output and better use.

The Mining Research and Development Establishment of the National Coal Board at Stanhope Bretby near Burton-on-Trent is committed to extending its programme of research on many fronts.

An example of successful development is the recently introduced MRDE - in-seam heading machine: this is a novel device for "heading out" roadways and faces. Based on research into the principles of cutting coal, its large steadily moving picks cut efficiently, producing little dust and a good roof. It gives greater productivity from shallow seams. Now in operation at many coal faces, this machine is typical of the advances being made to improve the supply of Britain's most vital energy source.

The MRDE is currently looking at techniques to increase productivity. We must have more coal - but it must be at a reasonable price and better productivity is the key to both these requirements. Greater safety is being continually achieved and improvements made in working conditions. Methods for reducing dust and decreasing its effect on men and machines are constantly sought. Better transport from the coal face to the surface for both men and coal is essential. Automatic processes and computerised monitoring and control systems are being developed. And once the coal is on the surface, new systems of preparing it for the customer are being examined.

Investigation of better methods of using coal - better feeding methods and more efficient utilisation of the fuel which could mean considerable savings for customers - is the responsibility of a separate Coal Research Establishment at Stoke Orchard near Cheltenham.

The following new techniques which will be developed include:

- Fluidised bed combustion** - a unit to improve the efficiency and flexibility of coal-powered electricity generation.
- Gasification** - a plant to demonstrate processes for the production of gas from coal as the basis for hydrogen manufacture, substitute natural gas or methanol.
- Pyrolysis** - pilot plants which subject coal to mild thermal treatment in the absence of air and steam to make hydro-carbon liquids, gas and char.
- Liquefaction** - plants for dissolving coal using liquid and gaseous solvents to make liquid fuels, chemical feedstocks and special carbons.
- Metallurgical fuels** - developing the range of blast furnace cokes and briquettes and a testing programme in blast furnaces for solid, liquid and gas fuels from coal.

Because of this, the Research and Development programme is being increased - and is being extended in the form of collaboration with other coal producing countries, particularly the USA.

Better working conditions, better safety, better output and better use. That's what NCB R&D stands for.

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without interference and is, in most cases, matched pound for pound by the Company concerned. Only when the project results in sales does NRDC take any return on its investment. If the project fails, NRDC money is written off.



Paul Gotley of Neotronics Ltd and Ken Preece of NRDC with the Neotronics Gas Monitor which acts as an automatic alarm against explosive gas concentrations. Developed with NRDC backing during 1973 and already selling both in the UK and abroad.

NRDC is unusual among financial backers in this respect. It is also

unusual in being geared to fund high-risk technology. If you take your Company's development project to NRDC, you will find yourself talking to an engineer or a scientist qualified in your own field.

As a result, NRDC backing is very much more than a financial deal. It gives your Company a powerful



George Chuchla and Peter Corlet of Ekemco Ltd with their D78 motor—powerful, three times smaller than previous types and inherently unidirectional. Three-year R & D programme backed by NRDC. Now opening up an export market of multi-million pound potential.

and technically very well informed partner to find you the best outside technical advice, provide the right publicity on a world-wide basis and generally act as a sounding-board for your ideas.

If your Company is young and unknown, NRDC support also immediately helps give your new product the stamp of credibility.

These examples are typical of the way NRDC is prepared to take risks with new ventures.

If your Company has a new development project held up for lack of cash, ring NRDC about it. You will find NRDC staff quick to respond, commercially oriented and technically very well informed.

Contact Brian Mann at the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL.

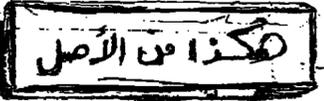
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# KISSINGER'S RUNNING REPAIRS

**O**liver is beginning to look like a repair man trip is a builder. His rapid rise is little in the way of new work to his grand design can really do is shore it I hope that no serious appear. Too much is in President Ford is still id is probably about to ven bigger Democratic ies in Congress. The unies in western Europe need elaboration. The n shore of the Mediter- is giving rise to a new theory. Peace in the East looks increasingly A change of leadership a cannot be far off. And id oil still defy truly inter- d situations.

problems of this type are, urse, precisely what Dr ger envisaged when he set trying to establish a world based on the interlocking ts of the great powers. is he did not envisage coming so quickly and in umbers but he realized the need for a structure of ents and understandings would inhibit the great s from exploiting such ms for their own short- vantage. In this structure

one of the keystones was to be the relationship between the Soviet Union and the United States, if only because these are the two most powerful countries in the world with the most contiguous and overlapping areas of interest.

Considering the stresses which the relationship is now undergoing it is surviving fairly well. Admittedly there is little progress towards new agreements on the limitation of strategic arms; there are considerable frictions between them in the Middle East; and although the understanding on emigration from the Soviet Union has opened the door to easier trade it could also produce new difficulties. Yet a meeting has been arranged between Mr Brezhnev and President Ford later this month and negotiations on a whole range of matters continue.

The reason is that both countries still have strong common interests in avoiding serious conflicts. They need to stabilize the arms race, they need to prevent their clients sucking them into new wars, and they need the mutual benefits and restraints that can be fostered by trade. But how much stress can

these common interests take? That depends, partly, on the Russians. Considering the continuing strength of the adversary element in the relationship and the strong temptation that there must be to fish in troubled waters the Russians are being relatively restrained. True, they are arming the Syrians fast and backing the Palestine Liberation Organization. They are not particularly internationalists in their approaches to the oil and food problems. But they do not seem to be actively engaged in worsening the situation to any noticeable degree.

In the present phase of their policy they have clearly decided that their main interest lies in avoiding risks, stabilizing their relations with the United States, and developing their trade with the west. By all rational calculations this policy ought to produce greater benefits than trying to worsen the difficulties in which the west now finds itself. But although there is no evidence that the policy is being reassessed—in any case things happen slowly in Russia—it would be unwise to assume that it could never be reassessed if the western world became even less stable than it is now.

# CASTLE AND THE CONSULTANTS

ot yet clear how immediate d to private medical prac- NHS hospitals was implied Castle's promise last week on within the present n. Labour Party policy is the private beds should be d out, but as recently as February all appearances that there was no great cy about starting the pro- All that was changed by ans on private patients by medical hospital staffs. If Government action brought ar under this pressure is tudy the hopes of the Coa- rees, private beds will not last.

But the protests of the ors' organizations at Mrs le's announcement are, a, nder that the pressures on Government are not all in direction.

any hospital doctors are gely opposed to the ending rivate medicine within the mal Health Service. The gement was originally a sion, designed to square

the consultants when the service was first set up. It will not be easy to square the consultants for its abandonment. Fees from private practice can form a considerable part of their incomes, and in some cases they are the factor that determines whether a doctor stays in Britain or takes his highly marketable skills elsewhere. A working party under the chairmanship of Dr David Owen, Under-Secretary of State for Health, has been trying to find an arrangement that would be acceptable to the doctors, as represented by the British Medical Association (a body which usually drives a hard bargain).

The working party is supposed to be reporting within a few weeks, but the parties are plainly so far apart that it seems unlikely that they will agree so soon, if at all. The BMA complains that Mrs Castle's announcement made nonsense of the working party's efforts. It was originally set up, in fact, to discuss the wider question of consultants' contracts before pay beds ever

seemed an urgent issue. Now it finds itself discussing a major change which is to begin within a few months.

The Government should have enough experience of the negotiating strength of powerful trade unions to know the dangers of clashing directly with the consultants in matters which they see as vital. In the last resort, there is the possibility of mass resignations from the health service and doctors offering their services to it on their own terms. But the profession would do itself incalculable harm in the eyes of the public if it endangered the whole basis of the NHS over a question in which self-interest is at least a substantial factor. From many points of view it would be disastrous if the Government pressed ahead with its plans in any overbearing or precipitate manner. The relationship between public and private medicine, which is on balance beneficial to both sides at the moment, could be turned into one where gross disparities of standards really did exist.

# RATING FALLING INTO DISREPAIR

ny raised through the rates cely to form a diminishing- of the revenues of local nment. As a source of ue the rates might have their own in the face of the y rise in the real cost of services. But when there is d that the effects of high ion, both in redistributing sable income and in befog- people's acquired under- ding am will not bear the strain of ing pace with local expendi- . But neither is it likely to crapped, pace Mrs Thatcher. Chancellor of the Exchequer has a chance to think about is going to have £2,000m denly thrown on to general tion—or even £1,000m, sup- ing were safe, which it is to scrap domestic rates and e local authorities free to ect from industry and com- ce.

So rates will go on, a large and unpopular source of taxation, but diminishing relatively to other sources of taxation. And if the system is to stay it ought to be kept in repair. That is something which governments commonly neglect to do. Whatever justifications are found for derating classes of occupiers or postponing periodical revaluations, these frequent expedients weaken the capacity of the system. And now almost the first government Bill to be introduced in the new Parliament is one to postpone the next rating revaluation from 1978 to 1981 or later.

A revaluation for rating purposes is required by law every five years. And for good reason. If it is not done regularly and at moderate intervals inequities flourish between groups of ratepayers as property values change differentially, and when the postponed revaluation is at last done the adjustments are so large as

to cause possible hardship and certain outcry with some ratepayers. The reason given for the present Bill of postponement is that if a start was made next year, which it would have to be, it might conflict with the government committee which is examining the whole field of local finance. Since Mr Crosland has called on that committee to report before the end of next year, the conflict, if any, would be of little significance. The pretext is unconvincing.

Another undeclared reason for the postponement suggests itself. If much progress is to be made in the Government's ambition to have all development land acquired by local authorities, the services will be required of every public valuer in the country. And if as well as that they put on a wealth tax, the services will be required of as many more—and they are not in the country.

# David Wood's first test of strength in new House

right and tomorrow night in the use of Commons we shall have first trials of strength between Conservative Opposition and the vernment in the new Parliament amendments to the Address in reply to the Queen's Speech are ssed to divisions. Tonight, when House votes on nationalization t state intervention in the private tor of industry, Government busi- s managers calculate that they win by a single-figure majority, morrow night, on a more gen- ized amendment, they expect the vernment's majority to settle wn comfortably into double ures and more or less set par- r course.

Backstage tactical moves and de- ns of the Opposition and the 39 s belonging to third-party groups firm that an overall majority in Commons of three votes is needed to be a deterrent to the Govern- nt's fulfilling the programme an- nounced in the Queen's Speech if Wilson and the Cabinet keep sir wits about them, at least until a economic storm bursts, and un- they try to carry legislation for EEC referendum.

Nobody trails his coat for another action. It must be significant, for stance, that Mr Heath and the position have let slip the oppor- nity of tabling the one amend- ment the Queen's Speech that the Government most feared. There is to be Commons division on the crisis agriculture.

Government business managers ew that it was here they would be most vulnerable. Farmers rought the country are march- g and demonstrating and putting

for instance, hoped that there might be agreement with the Scottish National Party on a campaign for electoral reform. They were disappointed. The SNP, now commanding a total vote of only five per cent below Labour's in Scotland, believes it can win a majority of the 71 Scottish seats within the present electoral system and obviously prefers to do so, rather than helping the Liberals to change the rules of the game. The vote will be occasions, of course, when on particular issues the Liberals and the SNP will see eye to eye and have a common interest, but nothing in the exchanges last week seemed to suggest that they will ever have a common purpose at depth.

Between the SNP and the three Plaid Cymru members there is predictably a bond of sympathy and sentiment, but here again a formal pact to make common cause is not being attempted. The two nationalist parties may have broadly similar aspirations, but their parliamentary and electoral tactics will often take different directions.

The 10 Ulster Unionist MPs, of course, are out on their own. Their long-term hope must be that, under new leadership, the Conservative Party will for reasons of self-interest seek their votes in the Commons and disengage itself from some aspects of bipartisan policy on Northern Ireland. But, even though Mr James Molyneux, the leader of the coalition, continues to be a member of the Conservative Party's inner general purposes committee, the Ulster Unionists in the new House, on non-Ulster issues, see nothing to choose between Govern- ment and Opposition; and they could be relied on to support a Labour Government in withdrawing from the EEC.

A House of Commons in which there are 39 votes the two main parties have no control over, and which are in themselves fragmented and volatile, is going to need time to get used to. But by way of a guide to the probabilities, Govern- ment business managers are right to think tomorrow's division will prove more reliable than tonight's as a test of the relative strength of the two main parties.

For instance, hoped that there might be agreement with the Scottish National Party on a campaign for electoral reform. They were disappointed. The SNP, now commanding a total vote of only five per cent below Labour's in Scotland, believes it can win a majority of the 71 Scottish seats within the present electoral system and obviously prefers to do so, rather than helping the Liberals to change the rules of the game. The vote will be occasions, of course, when on particular issues the Liberals and the SNP will see eye to eye and have a common interest, but nothing in the exchanges last week seemed to suggest that they will ever have a common purpose at depth.

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# Poisoning the river Clyde

**From Professor Gordon T. Stewart**

Sir, It has been repeatedly stated by responsible authorities and accepted by the Prime Minister in his statement in the House of Commons on October 24 that the continuing contamination of the river Clyde by millions of gallons of raw sewage from Glasgow does not constitute a threat to the health of the community.

I disagree with this view. It is true that there is at present no epidemic and that the water supply is independent of the river but there are three major hazards to health which override these facts.

The Clyde is now a huge, offensive, open sewer containing a gross excess of noxious organic effluent as well as of dangerous bacteria and viruses. Its natural ecological balance and power of biodegradation are being destroyed. Years of costly effort at purification and conservation are being wasted. Contamination is spreading into backwaters and tributaries; it towers on beaches in the estuary where the effects will be lasting; and via sea-birds to reservoirs inland. Sewage is overspilling into dry land at col-

lection points. Children who play on the banks are at risk and the sense of safety is lost.

2. Corrective action is being withheld, supposedly because the right to strike is a basic right in a free community. But so also is the right of that community to safeguard its health and freedom to act. In the present crisis, there is therefore full justification for such emergency action as may be necessary and no excuse for doing nothing.

3. Denial of these obvious facts is a threat to truth and social responsibility, with resulting confusion, erosion of decency and acceptance of misrule.

The Government can take effective action for the future by including in its Social Contract a provision for safeguarding essential public services in emergencies. Meanwhile it should encourage or at least not impede efforts in Glasgow to reduce contamination of the river.

Yours faithfully,  
GORDON T. STEWART,  
Department of Community Medicine,  
University of Glasgow,  
October 30.

# Racial discrimination

**From the Chairman of the Community Relations Commission**

Sir, The publication of the PEP report, "The Extent of Racial Discrimination", is as timely as that of the PEP report on racial discrimination in 1967. The first PEP report provided the then Home Secretary, Mr Roy Jenkins, with the evidence he required to extend the provisions of the Race Relations Act (1965). Mr Jenkins is once more Home Secretary and has undertaken to review race relations legislation. The new report makes clear the need to re-visit and strengthen the Race Relations Act (1968) but, in addition, the evidence it sets forth shows that the law is not enough in itself. The law may be the prerequisite of positive policies, it is no substitute for them.

In reviewing the law it is therefore essential that the Government looks at its own posture in this field. Successive governments have been reluctant to take a firm lead in dealing with racial prejudice or, to be precise, colour prejudice. Their example has been followed by employers, trade unions, local authorities and other public bodies. The Government should lead and not follow

public opinion by openly acknowledging that in this area substantial problems exist and that constructive policies to tackle them.

This means the Government must pursue an activist policy and must set an example in its own practice. I cannot help wondering whether any of the nationalised industries were covered by PEP in its investigations: how many of them pursue positive policies of equal opportunity in employment; and whether any keep records which inform them of the effectiveness of their policies.

It is my experience that unless information about ethnic or national origin is available, those in authority are not in a position to identify needs nor to assess the effectiveness of current policies or practices. This is why I would stress the importance of systematic and regular monitoring.

Without an open commitment by Government and the pursuit of constructive policies, even a strengthened Race Relations Act will achieve little.

Yours faithfully,  
MARK BONHAM CARTER,  
15/16 Bedford Street, WC2,  
November 1

# Government-run bank

**From Mr Kevin Pakenham**

Sir, Although your leader (October 29) correctly points out that a government sponsored investment bank can neither answer the short-term problem of liquidity nor the more strategic difficulty of private sector profitability, to describe the proposal as "a singularly ill-considered reflex response" suggests that the essential benefits of medium-term finance from government-run institutions have been misunderstood.

The great merit of the proposal is that it opens the way for a proper long-term banking relationship to be developed between a government agency and the leading sectors of industry.

The corporate sector is rightly encouraged to lengthen continually its planning period and to adopt strategic policies for the introduction of new technologies and new plant. Such policies are naturally made difficult by the long and uncertain payback periods involved. However, the difficult becomes practically impossible when the physical and market uncertainties are added substantial financial ones: volatile interest rates, sudden credit squeezes and variable subsidies and taxes whose size and direction shift with the changes of political fashion.

The clearing banks and other banks specialist in the provision of medium-term finance can and do make an important contribution, though the field has been more

developed in the United States, and internationally through the euro-dollar market. But there is no substitute in the present circumstances where government decisions are crucial to all economic life for a government-run medium-term bank. This has been found in France and Italy, in parts of Scandinavia and South America, the Middle East and elsewhere.

Such an institution can proffer financial assistance and stable sources of credit to stimulate the leading sectors of industry and to guide them in the direction which can be most profitable over a number of years to the economy as a whole. It can also lead to a far better appreciation of industry's problems by government than is presently, unfortunately, the case.

However, the aim of such an institution must not be to bail out the failure but to stimulate the productive and economically efficient. Certainly, if it is to be used as yet another way of keeping uneconomic activity afloat for a low return in a fruitless activity, then it is better forgotten.

However, as an idea, it gets close to the roots of the United Kingdom's difficulties, substantially closer than the twiddling with the fiscal tap and the twisting of monetary screws in which your leader appears to place so much hope.

Yours faithfully,  
KEVIN PAKENHAM,  
Senior Economist, Rothschild Intercontinental Bank,  
120 Moorgate, EC2,  
October 29.

# Business behaviour

**From Mr A. W. Tuke**

Sir, I do not believe that a committee, as advocated by Robin Matthews, in his article on October 26, is needed to tell a right-thinking director of a company what is meant by decent business behaviour.

It is true that the director is answerable to the shareholders, who appointed him and his colleagues to manage their business and make profits for them, and that in a sense his duty ends there. But the business will not prosper unless the personal relations of those who work in it are happy, both between themselves and with their customers and the public in general. All of this may be summed up in one word, goodwill, which the directors will ignore at their peril.

The presence of this essential if intangible asset, stimulated by competition, is the explanation of the success of private enterprise, just as its inevitable absence explains the failure of nationalisation. But that is another story.

Yours faithfully,  
A. W. TUKE,  
Freelands, Wherwell, Andover.

# What did they mean?

**From Sir Bruce Fraser**

Sir, The Government promise that they "will take action to secure a stable and adequate flow of mortgages". What can this mean?

Money may flow the way we want, but will mortgages stay put? How can a flow be stable? How does one "secure" a flow, even a stable one? Does that make it still more stable? And does "take action to secure" mean more or less than "secure"?

The Ministers who chose this language are far too intelligent to think it makes sense. Did they perhaps mean that they would try to prevent (or overcome) any shortage of money available for mortgage loans? Or that they would offer incentives to would-be borrowers? Whatever they meant, why did they choose not to say it?

Yours faithfully,  
BRUCE D. FRASER,  
St Dogmael's, Cardigan,  
October 31.

# Pay inequities

**From Professor Jerome Bruner**

Sir, May I comment upon Professor Jaques's excellent letter on October 29 on pay relativities and social justice. Unless there is seen to be a just and universal means of rectifying pay inequities, each pay dispute can become a parochial and bitter battle motivated by a belief that one's own group is being arbitrarily squeezed.

Is it so utopian to hope for a universal and fair system of reckoning relativities? After all, the system of taxation is essentially that, and there have been no tax strikes. Without a national sense of equity in the setting of wages, an industrial state cannot achieve a community of states.

Yours faithfully,  
JEROME BRUNER, Warts Professor of Psychology,  
Department of Experimental Psychology,  
University of Oxford,  
South Parks Road, Oxford.

# The Katyn Memorial

**From the Rector of Chelsea**

Sir, Fr Napier says in his letter on October 29 that it is not clear why there is opposition to the plan to put the Katyn Memorial in St Luke's Garden, Chelsea. If the proposers of the plan do not know this, one can understand why they tend to get annoyed and attribute unworthy motives to us.

The reason for the opposition is that the proposed Memorial would spoil the Garden aesthetically and as a social amenity. There is no religious or sectarian opposition, no feeling except admiration and sympathy for the Poles, no narrowness, no parochialism, no lack of goodwill. It is a calm, carefully considered opinion that this small garden, like Fr Napier's back-garden, is an inappropriate site for a memorial of international importance.

Yours faithfully,  
HAROLD LOASEY,  
The Rectory,  
56 Old Church Street,  
Chelsea, SW3,  
October 29.

# LETTERS TO THE EDITOR

## Farm policy and the beef crisis

**From Mr David Green**

Sir, Three years ago a friend was encouraged by Government exhortation to commit his small farm to intensive beef rearing. The venture appeared sufficiently viable economically for his bank to lend him a substantial sum to set it up. In the intervening period his costs have nearly trebled, largely because of world shortages of cereals and soya, and consequential rises in feeding stuffs. Indigenous feeding stuffs—like hay—if they can be obtained at all are at unprecedented price levels following the bad weather that has hit the western part of the country this summer.

escalation. What we need in fact is an immediate and specific subsidised slaughtering policy to reduce the herd on a one-for-one basis. If the Lancashire cotton spinners could be paid—as they clearly were by government—to reduce the number of their inanimate spindles in order to enable their industry to adapt to a marked change in market conditions, surely our farmers in a similar condition can receive a similar regard for excess livestock.

Yours faithfully,  
DAVID GREEN,  
Rhyd yr Harding,  
Castle Morris,  
near Haverfordwest,  
October 29.

## Simonstown Agreement

**From Sir Peter Tennant**

Sir, While all the fuss was on about the Royal Naval task force visiting Cape Town, little or no fuss seemed to surround a simultaneous visit by a Russian merchant training ship to London. If those who believe the best way of combating apartheid is to cut off communication with those who indulge in it, why were these people adopting a double standard and not using the Russian visit to ostracise them for the unfreedom-loving activities of the KGB against Jews, artists, writers, musicians and millions of simple Russian people who just want to live unmolested?

Or our friends of the Tribune group perhaps on the side of the Russian Navy and not on ours, ready with reception committees to cavort with jolly Russian tars and fisher folk who ply their innocent electronic ring-a-ring-a-roses around our shores and oil rigs in the North Sea? This may perhaps not be connected with the fact that the

**From Mrs Barbara MacDonald and Mrs Ruth Harrison**

Sir, While acknowledging the right of farmers to express their fears and frustrations by way of demonstration and picketing, we are totally opposed to action leading to animal suffering. The report of death and injury to a number of cattle on the Irish cattle boat forced to lay off outside harbour in a Force 9 gale only illustrates the bare facts and what conditions must have been like inside the holds for those who have experienced similar situations can appreciate.

Death and injury in a heaving, confined space, crowded with frightened and distressed farm animals must constitute a traumatic experience for stockmen and stock alike and none of these are in any way responsible for the plight of the animals leading to animal suffering. The report of death and injury to a number of cattle on the Irish cattle boat forced to lay off outside harbour in a Force 9 gale only illustrates the bare facts and what conditions must have been like inside the holds for those who have experienced similar situations can appreciate.

Belatedly farmers are beginning to look at the constant flow of meat imports—at present running at the rate of £2m worth per day—as one possible cause of the collapse in live prices, but let them direct their attention to the containers and refrigerated ships bringing in dead meat on the hook and in cans rather than alienating public opinion and causing suffering to helpless livestock. Let them campaign against the shipping of any live food animals to or from this country and concentrate on providing the home-produced meat on which we could be practically self sufficient if meat swapping were to stop.

Yours faithfully,  
BARBARA MACDONALD, Chairman,  
RUTH HARRISON, President,  
Animal Defence Society Limited,  
52/53 Dean Street, W1,  
October 30.

## Valuing works of art

**From Mr Hugh Leggatt**

Sir, Mrs Geraldine Norman reports (November 1) the forthcoming sale at Christie's of Parmigianino's "Madonna and Child with Catherine" belonging to Lord Normanton. She writes: "It is expected to make between £200,000 and £500,000." It could, however, well fetch less than £200,000 or even more than half a million pounds. Many will hazard a guess but none can know.

The Government shortly propose to require owners to estimate the value of their works of art and to pay an annual wealth tax on that estimate. Could somebody please explain how it would be possible for anyone to arrive year after year at an accurate and equitable valuation for the Parmigianino if it were not to be auctioned but were to remain in the present owner's possession?

Yours faithfully,  
HUGH LEGGATT,  
Leggatt Brothers,  
Fine Art Dealers,  
30 St James's Street, SW1,  
November 1.

## Brilliantly opposed

**From Mr B Morris Davies**

Sir, It is most stimulating to have two writers on your staff from both extremes of opinion; one denouncing such mild pleasures as an up-to-date razor or a soft block of butter with an outpouring of hatred for the delight of life almost equal to the zeal with which the preachers of the Welsh youth used to denounce Sunday such pleasures, the other reveling in the hedonistic delights of the taste of a truffle cooked in pastry and a chilled glass of champagne after a sensuous revel of operatic beauty. Thesis and antithesis can never have been more brilliantly opposed. But what an extraordinary coincidence that these totally antagonistic men should both be called by the unusual name of Bernard Levin.

Yours faithfully,  
B. MORRIS DAVIES,  
6 Church Street,  
Hastings,  
Surrey,

## Booker Prize short list

**From Dr J. M. Slattery**

Sir, I have been shocked and astounded to learn from articles in several papers that one of the judges of the Booker Award is the wife of a writer whose name appears on the short list for this very substantial prize.

As a shareholder in the firm, I have been uneasy about this prize and have wondered what good it has done. Last year it seemed there was to be an improvement in the work chosen but looking at the list this year, I can only feel a sense of deep despair.

Yours faithfully,  
JEREMIAH SLATTERY,  
13 Ebon Villas, NW3.

## Wesels in line ahead

**From Lord Kingsale**

Sir, Since the days of Gilbert White many observers have noted and commented upon families of wesels and stoats following their parent in single file. The wesel has never, to my knowledge, been considered as a beast of venery, so it is unlikely that there is an accepted collective noun (as a "richness" of marten, a "cete" of badgers or a "skulk" of foxes), for such a group. The most generally used name "pack", though country terms for these family groups include such delightful variations as "fairy hounds" and "dandy dogs".

I remain, Sir, yours faithfully,  
KINGSALE,  
Grove Farm,  
Bourton,  
Dorset.

## On the buroo

**From Mr J. Gurney Pease**

Sir, The pronunciation of "Buroo" as "Buroo" has in these parts become a more distinct "Boo-roo". Upon inquiry as to where a recently married man had first met his wife, I was informed that he had "got her out of the Boo-roo".

Yours faithfully,  
J. GURNEY PEASE,  
Bank,  
Unthank,  
Camblesby,  
Cumbria,  
October 30.

## Who really pays?

**From Mr Philip Jones**

Sir, On behalf of all your readers I protest most strongly at today's front-page headline, "Government to pay gas, electricity losses". Kindly print a correction, "Taxpayers to pay gas, electricity losses—and every other nationalized loss into the bargain".

Yours faithfully,  
PHILIP JONES,  
51 Kingsway,  
Orpington,  
Kent,  
October 30.



ENTERTAINMENTS

ERA AND BALLET
THE ROYAL OPERA
THE ROYAL BALLET

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EXHIBITIONS

NATIONAL BOOK LEAGUE
ART EXHIBITIONS

ACKERMANN'S
BELGIAN GALLERY LTD

COURTAULDS INSTITUTE OF ARTS
FIRST LONDON EXHIBITION

GALLERY 2
GERALD M. NORMAN GALLERY

HELEN BRADLEY
JOHN PERCIVAL

LEVA GALLERY
MALL ART GALLERIES

MARINE ARTISTS
MIDLAND GROUP PHOTOGRAPHY

ROYAL EXCHANGE
SEMPER PARATI GALLERY

TRACKSLEY GALLERY
MAURICE WADE

THE WADDINGTON GALLERIES
TOOTH'S BRITISH PAINTINGS

RESTAURANTS
APHRODITES

TONIA BERN CAMPBELL
LA BRASSERIE

NEW JAPAN
PHILHARMONIC/OZAWA

ALAN BLYTH
BOURNEMOUTH

JOAN CHISSELL
BOURNEMOUTH

BOURNEMOUTH
SINFONIETTA

BOURNEMOUTH
SINFONIETTA

MONDAY BOOK

Faulkner
By Joseph Blotner

Faulkner
By Joseph Blotner

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Faulkner month by month

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Stock Exchange Prices

Capitalization & week's change

ACCOUNT DAYS: Dealings Began Oct 28. Dealings End Nov 8. Contango Day, Nov 11. Settlement Day, Nov 19.

Forward bargains are permitted on two previous days.

(Current market price multiplied by the number of shares in issue for the stock quoted)

IF YOU HOLD SHARES

You can exchange them on favourable terms for units in any of 25 Save & Prosper Group Funds. For details contact 4 Great St. Helena, London EC3P 3EP. Telephone 01-588 1717

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Let Ansafone

answer your phone

RING ANYTIME 01-629 9232

BRITISH FUNDS

Table listing various British funds with columns for fund name, price, and weekly change.

COMMERCIAL AND INDUSTRIAL

Table listing commercial and industrial stocks with columns for company name, price, and weekly change.

Capitalization

Table listing companies with their capitalization and weekly price changes.

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MINES

Table listing various mining stocks with columns for company name, price, and weekly change.

COMMONWEALTH AND FOREIGN

Table listing commonwealth and foreign stocks with columns for company name, price, and weekly change.

Capitalization

Table listing companies with their capitalization and weekly price changes.

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LOCAL AUTHORITIES

Table listing local authority stocks with columns for company name, price, and weekly change.

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FOREIGN STOCKS

Table listing foreign stocks with columns for company name, price, and weekly change.

Capitalization

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DOLLAR STOCKS

Table listing dollar stocks with columns for company name, price, and weekly change.

Capitalization

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BANKS AND DISCOUNTS

Table listing bank and discount stocks with columns for company name, price, and weekly change.

Capitalization

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BREWERS AND DISTILLERS

Table listing brewer and distiller stocks with columns for company name, price, and weekly change.

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RUBBER

Table listing rubber stocks with columns for company name, price, and weekly change.

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TEA

Table listing tea stocks with columns for company name, price, and weekly change.

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MISCELLANEOUS

Table listing miscellaneous stocks with columns for company name, price, and weekly change.

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SHIPPING

Table listing shipping stocks with columns for company name, price, and weekly change.

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BY THE FINANCIAL EDITOR

# Investment trusts: crippling effect of the dollar premium

The overseas-orientated investment trusts which caught the popular imagination so successfully during the last bull market are cutting their losses and getting out. Last week, the Philip Hill Management announced substantial repayments of dollar loans by four of its trusts. The biggest, Philip Hill Investment, has reduced its dollar borrowings in recent weeks from \$27m to \$15m, and during the past six months many others have been making repayments of similar or greater magnitude. Rarely has a stock market fashion collapsed so totally.

The problems are apparent enough in the prices. To take just two of the most recent specialized trust issues: West Coast & Texas, launched in December 1972 at 100p, now has estimated assets of 38p a share and a price of 24p; New York & Garmore, launched a month earlier at the same price, has similar assets and a price of 24p.

It is not just the collapse of markets worldwide which has created the disenchantment, however. Some of the trusts which are now drawing back have seen their portfolios hold up well against the market decline. The immediate cause of withdrawal among those companies which geared to finance investment has been the crippling effect of the dollar premium system.

Trusts which choose to borrow foreign currency to finance their overseas investments are required by exchange control regulations to buy with currency carrying the dollar premium enough foreign securities to cover the value of the loan. The immediate cause of withdrawal among those companies which geared to finance investment has been the crippling effect of the dollar premium system.

With the values of investments tumbling as hard as they have, the trusts have found themselves trapped inside a vicious circle. Their own need to top-up with investment currency has helped to push up the premium to around the 68 per cent level, thus forcing up their costs in the process. Gold share dealings apart, topping-up has probably been the most potent single force behind the rise in the premium. In some instances, the premium has only been a part of the problem. Trusts have borrowed in one currency to convert into another for investment purposes, and although few reveal their exchange transactions some have obviously left themselves exposed to the risk of adverse currency movements.

So the natural enough tendency has been to pull back, which has meant both selling securities at a loss to repay loans and surrendering 25 per cent of the premium at the same time. How much further the disengagement process has to go is not clear. For those determined to ride it out the only hope is that as more foreign currency loans are repaid, topping-up pressure on the premium currency pool will ease to the point where the premium itself might begin to fall. It has not started to happen yet.

## Avon Rubber

Avon Rubber caused little stir last month when it quietly obtained debenture holders' agreement to a rise in borrowing powers. In exchange for increases in the coupon, Avon can now borrow up to £20.4m. By last September borrowings had already reached £11.4m.

These days variations in trust deeds are often considered a warning signal for the shares. Allowing directors to borrow a

lot more money is one thing, raising it perhaps another. Avon's shares have fared badly. They were 217p last year and have fallen from 120p to a low of 60p so far this year. The yield has reached an interesting 21 per cent. The directors report on the full year to last September at the end of the month and a pro forma balance sheet giving an up-to-date indication of the financial position would be a welcome addition to the preliminary statement.

The last accounts published in January and ruled on September 29, 1973, showed that Avon ploughed back from retained profits and depreciation only £183,443 more at £2,280,951 during the year and it was thanks partly to a further £500,000 in a five-year loan that the net quick deficit slipped from £5.5m to £4m.

Since then Avon has suffered misfortune. There was the sad decision to sell the 100,000 shares in RFD, the loss-making dinghy and parachute group. An investment of around £900,000 is being written down, but not off. Recovery at RFD will be gradual at best.

The main business ran straight into the three-day week which reduced first half profits by an estimated £300,000. There is total only fell by £310,000 to £746,000 and prospects for pulling back the ground lost in the second half looked good thanks to a sound industrial and medical products business and tyre price increases to meet soaring costs of oil, oil and carbon black.

The directors also said at the interim stage that stock and debtor control had improved. The cash position was deemed "satisfactory". Clearly, the jump from £4.4m in borrowings in the last accounts to September £11.4m indicates that the cost of financing stocks of synthetic rubber, carbon black and oil have taken their toll. Equally clearly the directors must husband their resources and weed out unprofitable, cash-guzzling activities across the board. Suggestions have been heard in the City that the tyre interests are either wholly or in part up for sale.

Tyres are notoriously a low margin business at the best of times though Avon is big in replacement tyres. But the three-day week meant that in recent months it has been short of tyres to meet demand though this does mean that the group can sell all it produces. In the past financial year Avon's tyre interests made pre-tax profits of £1.2m or 53 per cent of the total, but they also accounted for 74 per cent of sales. But the non-tyre interests in general chipped in 43 per cent of profits and only 26 per cent of sales and are still doing well.

Optimists, some taking comfort from Dunlop's recent showing, hope that Avon will soon report yearly profits of around £1.5m and an interest dividend. Both would cheer the stock market as the yield implies. The outcome remains to be seen, however, and in the meantime the financial position is pressing enough for disposals abroad and possibly at home, to be seriously considered at boardroom level. The signal for the shares is still at amber.

## Corporate cash Balancing act

The City is taking it for granted that the forthcoming Budget will contain some kind of a package to ease the pressure on corporate liquidity. The Chancellor has not been short of advice,

frequently of a conflicting nature, on what that package should contain. But few in the City believe he will go so far as to satisfy the more radical demands. Fine tuning of existing mechanisms rather than root and branch change is the common expectation. It is not too far off the mark, the question is whether a politically feasible package can suffice to get industry out of its cash hole in 1975. Phillips & Drew's argument is that the latest analysis of the subject, is that if the Chancellor eases price controls enough to leave 1975 profits before tax and depreciation at an estimated 1974's estimated £15,700m, the corporate financing requirement could be broadly met by the banking system.

Unchanged pre-tax profits would, of course, do nothing to salvage the position after tax. Unless there is a retrospective relaxation of the tax analysis of the early months of 1975 will find companies paying the tax on their sharply higher 1973 profits at a rate which has been raised from 50 to 52 per cent in the meantime.

Even if the Budget rescinds the accelerated payment of advanced corporation tax and restores the rate to 50 per cent, it will only reduce by some £430m a tax bill that will otherwise rise in 1975 by some £1,100m to £3,500m. So, allowing for profit tax relief, the modestly higher dividend payments, P & D reckons retained profits of industrial and commercial companies will fall from £6,500m this year to £3,600m. Expenditure will also be falling, however. Stock requirements will be down in line with an easing in the rate of increase in wholesale prices. And although a 2 per cent real rise in investment is envisaged, net expenditure could nonetheless be down from around £11,000m to £10,700m.

That would leave a net deficit after adjusting for investment grants of £4,700m, well up on 1974's estimated £4,100m and appreciably higher than the CBI's projection of £3,000m. Theoretically, however, it is not so big, but the banks could not meet it even though P & D estimates that the banks' lending capacity will be lower than this year. This, it says, is because non-clearing banks will continue to have difficulty in raising deposits, because the growth in foreign currency lending will be partly offset by the banks' non-deposit liabilities (mainly profit retentions) will be lower. Even so, bank lending could grow by £4,600m, an amount which roughly equals the deficit.

Alas, the balancing act is not quite so simple as all this suggests. If pre-tax profits were to fall by 5 per cent, the holding steady, the deficit would rise by £800m, a big enough shift in the equation to destroy the delicate equilibrium. Moreover, it remains questionable how willing the banks will be to lend up to their theoretical limits, partly out of concern for the adequacy of their own capital bases and partly out of concern about the soaring short term debt of their customers. On the other hand, P & D only believes that investment spending will rise because of North Sea oil projects, many of which will be financed by overseas companies bringing in their own funds. So although some kind of government intervention might be necessary, the financing requirement is not likely to exceed availability of money by an insupportable amount.

But if the final conclusion is modestly encouraging, the analysis is not without its sour notes. P & D is assuming that companies will be unable to raise a penny in the stock market during 1975.

## Business Diary in Europe • Mafia in wine racket

Italians are being regaled with stories of how the Mafia, not content with the profits from drugs, cigarettes and other forms of smuggling, runs a fleet of tankers engaged on carrying artificial wine up from Sicily to mainland Italian ports and, perhaps, other European destinations which import Italian wine.

Signor Elvio Salvatore, Under-Secretary of Agriculture, has named six tanker ships which he alleges are engaged in the trade. He maintains that the Mafia network extends to France and Switzerland. Police have arrested a senior finance ministry official in Rome and the former head of customs at Portoferraio on Elba, where two tankers were detained.

Vineyards in the Alban hills south of Rome have been containing undergrowth and treated with synthetic stuff, while last year the tanker Donatella Levolo was detained with a suspicious cargo at Anzio not far away.

It is an old story. Some years ago a leading vintner who advertised prominently on television was arrested when it was found that his wine was derived from dates.

Most of the dubious stuff finds its way to tables as the open wine or ordinary plonk offered in restaurants and trattorias. The quality bottled next have on the whole managed to maintain their reputation, thanks to the increasingly wide application of the DOC (Denominazione di Origine Controllata) legislation introduced in the sixties. Laboratory tests have, in any case, shown that there is nothing necessarily wrong with chemical wine which has never been near a grape. Provided it is made under hygienic conditions, it can be just as healthy as a bottle of medicine.

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Signor Elvio Salvatore, Under-Secretary of Agriculture, has named six tanker ships which he alleges are engaged in the trade. He maintains that the Mafia network extends to France and Switzerland. Police have arrested a senior finance ministry official in Rome and the former head of customs at Portoferraio on Elba, where two tankers were detained.

Vineyards in the Alban hills south of Rome have been containing undergrowth and treated with synthetic stuff, while last year the tanker Donatella Levolo was detained with a suspicious cargo at Anzio not far away.

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right. Above all it is dangerous for the economy as a whole. "I am not defending the motor car merely because I happen to be in the car," says a spokesman for the industry, "but I feel obliged to say a few words starting with what is perhaps a banal but completely forgotten observation. Everybody wants a motor car of his own but few are prepared to accept the disadvantages created by other people's cars."

He points out that manufacturers cannot be blamed entirely for all the problems created by the motor car and the individual efforts were insufficient to solve them. He concludes "nowadays many fear for the future. There is a crisis but it is temporary one. We shall overcome it. Many people blame us for having had too much faith in the motor car. It was not a mistake. We still have 77.5 million cars in the world but few are prepared to accept the disadvantages created by other people's cars."

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Mr Heath and Sir William Armstrong had left them as a legacy. Though Mr Healey has had more time to prepare himself for his November Budget it is in no other sense an easier judgment than he faced last time. He has already indicated, in his speech last month, at the Bankers' dinner, that he has closed at least the Heath-type option of a dash for growth to lift us from being a low wage, low productivity economy. He said that, in his view, the economy could not be allowed to grow faster than the underlying increase in capacity. In the language of Treasury this means that the upper limit for the growth rate is being set at no more than 3 per cent a year. But Mr Healey's problem is to decide what the present rate of economic growth actually is.

It is more than usually an act of judgement, because the regular Treasury autumn forecasting exercise has come out at a moment when fundamental

## Waves power

Harnessing the power of waves in the sea to produce electricity is an idea which was favoured by Lord Rothschild's think tank (the Government's Central Policy Review Staff) in its energy report last July. Earlier this week the Department of Industry followed this through by confirming a £65,000 feasibility study into a wave-power scheme devised by the late Sir Stephen Salter. The Mechanical Engineering Department of Edinburgh University.

Generating power from ocean waves is an indirect method of exploiting wind power, since the waves themselves are produced by the wind. And since the waves tend to be strongest in winter, that is, when electricity demand is greatest, this concept appears basically better matched to United Kingdom requirements than is the attempt to harness solar energy.

With wave power, scientists reported at the recent symposium at the Central Electricity Research Laboratories at Leatherhead, not only do the oceans provide a huge area for collecting this energy, but the high density and inertia of the water provides a built-in storage system, which smooths out the short-term fluctuations in wind velocity.

In principle, therefore, wave power should provide an attractive source of energy. But the engineering problems are formidable, the varying output may still demand a further storage system, and until a practical demonstration has been made the economics must remain speculative.

The patent literature is already fairly full of devices for extracting energy from waves, the CEGB scientists noted. These include wave pumps, flaps and converging channels. But many are based on suspect theories of wave dynamics. Efficiency will depend on both the geometry of the device and on its loading. A flapping plate which moves through the water, for example, will transmit 100 per cent of the wave energy to the water behind it; power extraction will be zero. Equally, there will be no power extraction if the plate is loaded so stiffly that it cannot move at all; in this case the result is 100 per cent reflection.

Between 100 per cent reflection and 100 per cent reflection, some intermediate loading is required in order to extract power. This could be provided by pumps or motors which would follow an electrical, hydraulic or mechanical signal. Matching the loading to wave variations is a key problem. Underwater sonar techniques could be used to signal the characteristics of the approaching wave so that the device could be adjusted as appropriate.

The salter design (reported in *The Times* of October 6) involves a pump, beginning at 0730 daily, including holidays, in Barcelona, and at 0800 in Madrid, and operating until 2300, will put a plane in the air in each direction between Madrid and Barcelona every half hour during peak traffic hours and every hour during the rest of the day. Iberia will arrive at 13.00 and seven Boeing 727s for the shuttle service, with each one-way trip lasting less than one hour.

For the convenience of passengers booking through from other points, there will be seven to eight regularly scheduled flights operating on the standard ticket and reservation system.

According to the plan, businessmen and other travellers in a hurry will be able to buy their tickets at the airport, where tickets will be dispatched automatically within 30 to 40 seconds. A special parking area

will be set aside at each of the airports for the benefit of passengers making round trips via air shuttle. During the pre-inauguration trial of the service on Friday the planes had an average 70 per cent occupancy rate, and that is expected to rise as the shuttle becomes better known. In all, it puts more than 3,200 passenger seats at the disposal of travellers between Madrid and Barcelona every day.

## Leaks and plugs

The more ineffectual the European Commission has become in persuading EEC member states to accept its ideas, the more paranoiac it has become in trying to prevent leaks to the press about its policy making activities.

Francis Xaver O'Donnell, a newspaper publisher, important information before its release has been officially sanctioned, there is nearly always a high level of discretion designed to discover its source. The Commission's permanent harassed president, has decreed instant dismissal for any official caught leaking confidential documents or information to the press.

Enquiries have been instigated into the publication by newspapers of the Commission's draft budget for next year and Britain's requests for more of the Community's system of budgetary contributions.

Some members of the Commission who do not share O'Donnell's mania for secrecy, have used public speeches to obscure meetings in various far flung parts of the Community to publicise information. Pierre Lardinois, the Commissioner for Agriculture, is a past master at this technique, as well as George Thomson, Britain's Regional Affairs Commissioner.

## Take a breath

The Boleslaw Monic Fund of Amsterdam is offering about £1,300 in prizes for essays on the question "If long-term non-cancellable disability insurance at fixed premium rates is considered not to be technically feasible and is thought necessary for the private insurer to retain the right to adjust premiums in the light of changing circumstances, but with the right to cancel the policy only if the policy-holder does not accept the increase, how can the need for such adjustment be diagnosed in a good time and how can the amount of the adjustments be determined by actuarial methods and/or methods based on credibility theory?"

This is, of course, money for old rope for Business Diary in Europe readers. The trick would be to write an answer shorter than the question.

changes in trend may be in train. The trouble that arises from up-to-date statistics contain a time lag and are therefore historical. The important judgment must therefore be based on largely impressionistic evidence. One such problem concerns the level of investment. Pace the Domestday Machine of Messrs Merritt and Sykes, it is most unlikely that the coming tax gathering season will push many, if any, significant companies into liquidation that were not unsound for other reasons. But the process of inflation and the liquidity crisis that has gone with it has led companies to pare all expenditure, particularly shelveable capital expenditure, to the bone. We are likely therefore to see significantly lower levels of overall capital spending than would be indicated by conventional forecasts.

The second problem is the legacy of the three-day week. It is impossible to tell accurately how much catching up

## Kuwait breathes life into Govan yard

Long before the investment advisers to the Kuwait Government decided to channel some of the country's burgeoning petrodollar funds into the United Kingdom property market this summer, the Arab oil-producing state had breathed life, almost unnoticed, into the moribund shipbuilding activities of the upper Clyde.

Without the package of orders placed by the Kuwait National Shipping Line, it is doubtful whether Govan Shipbuilders would have been able to begin to reestablish shipbuilding operations amid the ashes of the collapse of Upper Clyde Shipbuilders.

UCS, born out of the Geddes report of the mid-1960s, became the millstone around the neck of successive governments and the rest of the British shipbuilding industry. When it eventually collapsed, a victim of the lame duck philosophy of John Davies, the Conservative Secretary of State for Trade and Industry, few apart from the hundreds of creditors mourned its passing.

But the social implications of such a monumental collapse, underlined by the novelty and vigour of the now celebrated "on-by" by UCS workers, obliged the Government to salvage something from the wreckage. After investigations and reports by consultants and eminent industrialists, some of the former shipbuilding activities of UCS emerged in the form of Govan Shipbuilders, a wholly-owned government company.

This company—created by a Tory government—was the first company to be nationalized in the United Kingdom shipbuilding industry, although the state had also been obliged to take substantial stakes in Cammell Laird and in Harland & Wolff to avert their collapse. Its base was the former Govan division of UCS, with the Scotstoun and Linthouse yards also brought under its umbrella.

The new company began trading in July, 1972, under the chairmanship of Lord Strathalmond, the former senior BP executive whose contacts with Kuwait were to provide the impetus for the reestablishment of the upper Clyde as a potentially profitable and productive shipbuilding area.

The new management team (which contained one or two old faces from UCS) faced a difficult task. But in the six months to the end of 1972 the company had managed to pick up orders for eight ships in what was a very depressed market.

It also negotiated important agreements on working practices and on wages and consultative procedures, and carried through planning work on reconstruction of the yards which had acquired.

Govan was back in business, but the company faced problems from suppliers who had been bitten by the UCS collapse and not surprisingly were sceptical of the new organization's ability to break through. The rest of the industry, too, was suspicious; after all UCS and Govan together had received nearly £52m of government aid

on that gap has been involved in industrial activity of the summer and autumn. In the last month or so, however, there are reports from the industrial grass roots of an unprecedented rapid switch from a state of full employment to one of excess capacity. Normally, according to these reports, the first sign of a falling off in demand is when provisional orders fall materialize. But this time, the first sign has been the cancellation of firm orders.

Many firms also seem to be reporting that since about the beginning of September their profitability has taken a nose dive, with accelerating costs falling turnover. If this is so, it is paradoxically ease the Chancellor's task. He can risk what could be presented as a mildly inflationary Budget, order to preserve the goodwill of social contract with greater safety, the deflationary forces already at work may well be much more powerful than they appear on the surface.

to the rest of the industry. Indeed, its relationship with Government and its demands could well form a model for the national programme.

Govan now has a total of 10 vessels on its order book, up of general cargo, bulk carriers and reefer ships. Apart from these, by cost escalation clause were taken at fixed price the order book represents contract work for the yard 1977.

In its last set of accounts, Govan assessed its 11 contracts at £11m but stressed that this was based on meeting the building programme.

This year Govan's losses are expected to be greater than 1973 and total losses for 1974 and 1975 might reach around £8m.

Vital to the company's prospects is the implementation of the reconstruction programme and the lifting of production levels in the yards. Productivity, measured in hours per ton, on Govan's yard vessels is about 80, a company is hoping that in a few months it will be reduced to this below 70 hours per ton.

The modernization programme is delayed by six months because of the trial upheavals in the early of this year which have led to delivery dates on important capital equipment. Govan's steady throughput is scheduled to reach 45,000 tonnes a year by 1977, while at Scotstoun throughput should be 25,000 tonnes annually, cranes and outfitting (which at Scotstoun is completely new) is involved in the modern programme.

The Govan case is particularly apposite in view of the Government's commitment to introduce legislation next year for extending public ownership

Pete

## SOCIETE TUNISIENNE DE L'ELECTRICITE ET DU GAZ (S.T.E.G.)

### Notice of International Invitations to Tender GAS TURBINES

The Societe Tunisienne de l'Electricite et du Gaz (S.T.E.G.) is about to launch an international invitation tender for the supply, construction, testing and establishment of a generating station, equipped with gas turbines, having a capacity of about 80 MW, and located in Ghannouche.

To put this project into operation, a loan has been applied for from an international finance organisation.

In order to obtain the tender documents, the contractor wishing to tender shall deposit either fifty (50) Tunisian dinars or its equivalent in foreign currency. The documents can be obtained either directly or by post from S.T.E.G. Head Office (Division Equipement, 38 rue Kemal Ataturk, Tunis, Tunisia).

Tenders should be submitted from 4 November.

The date for unsealing the bids is set for 15 January 1975 at 4 p.m. at the company's Head Office, 38 rue Kemal Ataturk, Tunis, Tunisia.

## INTERIM STATEMENT

### European Ferrmes

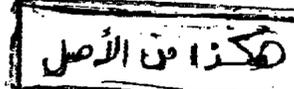
INTERIM REPORT FOR THE SIX MONTHS ENDED 30th JUNE 1974

	Six Months Ended 30.6.74	Nine Months Ended 31.3.75
GROUP TURNOVER	19,400	25,578
GROUP OPERATING PROFIT		
Shipping	1,771	5,117
Other	82	209
Less: Aircraft and Route Development Costs	(607)	(309)
	1,246	5,067

In the absence of unforeseen circumstances it is anticipated that the Group operating profit, subject to audit, for the two months ended 31st December 1974 will be not less than £4 million compared with £5.067 million for the nine months ended 31 December 1973. There will be no charge to U.K. tax on the profit of the year and the charge to Norwegian tax is not expected to exceed £40,000. Advance Corporation Tax will be paid in respect of the tax credit given on the proposed dividend and will be available to relieve taxation in due course.

The directors have declared an interim dividend of 55p (plus 25p Ordinary Share amounting to £272,000 and forecast final dividend of £5.067 million for the nine months ended 31.12.74) for the nine months to 31st December 1973 amounting to £261,000.

The interim dividend will be paid on 2nd January 1975 shareholders registered on 22nd November, 1974. Positive action has been taken to eliminate losses in unprofitable areas.



# Management

Edited by Rodney Cowton

## Centre's hotel success against odds

Hotels (Cranston) is a large group in its industry in this country whose trade is restricted to hotels and eating places. All the other big parts of cushioning meretricious empires. It would not be unreasonable to expect Centre Hotels to be showing decided success. For especially this year United Kingdom have taken a drubbing from fire precaution expenditure to rock-bottom and materials in price rates.

glut of hotel bedrooms, out of the building rush led by the now-defunct grant scheme, has seen final pressure in shanty hotels' profitability.

not all the odds Centre has stood up extra-ordinarily well. Profits after tax were near firm against more than £1.3m in

London—and four Old Kent road restaurants.

A particular brand of realism in fact pervades the group's modest headquarters building in Russell Square, London. It starts with Mr Henry Edwards, the chairman—a long-time hotel man who was formerly with Grand Metropolitan—and moves right down the scale.

It leads not so much to a spartan business approach as a practical one where strategy is matched by attention to detail. A vital ingredient is obviously sizing up people's needs, whether they be tourists or businessmen, finding the most economical way of giving them what they want and then building in an accurate forecast of what future demands will be.

Centre Hotels established its basic strategy back in 1965 when it took over the assets of Cranston London Hotels which ran three temperance establishments in Bloomsbury.

They budgeted on better standards of living producing more tourists, including package holidaymakers from abroad, and increased business activity raising the demand not only for overnight accommodation but conference, banquet and exhibition facilities.

The right location—cardinal rule for hotel success—meant that the metropolitan centres with a minimum population of 250,000 and a catchment area representing in excess of 500,000.

Although Centre now has 23 hotels in the United Kingdom—with two more, at Glasgow and Newcastle upon Tyne, under development—they have effectively departed from this policy only once.

Their Essex centre at Basildon is not in the city centre

category but is part of a 100 acre leisure complex venture. Going for the city centres could, of course, pay off particularly well in so far as increased oil costs lead to more people travelling by rail. Not that Centre have ignored road travellers. Liverpool Centre is only next to Lime Street station but close to what will be the main motorway extension coming in from the east.

At Newcastle upon Tyne a motorway spur ends not far from the new hotel's door while a station for the city's developing rapid transport system is in the basement.

Centre's ace card on costings grew out of some strict budgeting right from the start for both new structures and conversions. A bedroom module to be used in all the hotels was established, at once sidling costs through quantity production and helping establish a consistent image for clients as well as a known package for tour operators.

Reservations are centralized in London. Centre are also part of the international reservation scheme called Synchronal, with many American reservations going through the American Express computerized Spacebank.

Centre also have a marketing arrangement with seven provincial hotels in the United Kingdom to widen the choice for clients.

The striking outcome of all this is that Centre are still offering twin-bed rooms with bath in W1 at £9.35, with continental breakfast, as against an average for the area taken in December, 1973, by Cornwall Green Bertram Smith, the consultants, at around £10.30. Many competitors have now also dropped inclusive breakfasts.

Even more striking is that

their other London prices—and they have more than 2,000 bedrooms in the city—go as low as £7.90 for similar accommodation, although it would not be surprising to see some price rises in the pipeline soon.

Centre Hotels have arguably fallen more luckily than they might have expected because of their price policy. With all hotels hit by so many inflationary factors and a percentage of hotel guests forced to look hard at their bills, there has probably been some movement down market from the luxury end at least in London. This would have tended to benefit hotels like Centre's.

Centre Hotels have also benefited from having always stuck to a policy of high standards of fire precautions, even in converted premises. In consequence they have not faced the sudden and enormous bills other guests have had to meet in the last year.

They have also where possible taken freeholds on both existing and new hotels, although some sale and lease-back deals have been done to finance expansion. But they are obviously not suffering from high mortgage loans in the way some hotel ventures are.

The high cost of cash abroad is, however, keeping Centre for the moment from its natural growth area abroad. The group has already leased three leading Amsterdam hotels and the 110-roomed Amster Centre is now building on a freehold central site in the same city.

A lot more continental metropolitan centres would naturally fall into City Centre's sights, unlike this country where only three to four places, including Manchester, remain strong possibilities.

Derek Harris

## Low-cost approach favoured by Barratt Developments

Outlining tactics for the current year, Mr L. Barratt, chairman of Barratt Developments, formerly Greenst & Barratt, says that the group will continue its policy of effecting sales nine months ahead of production. This is greatly assisted by "excellent" mortgage allocations from a number of national building societies.

The aim is to attain an increasing share of the national private housing sector by providing low cost houses for

first-time buyers. In addition, the contracting and public sector housing activities are being expanded. The group's facilities for working capital are provided by major clearing banks, and present arrangements should enable the group to continue on its path of planned expansion.

The group is maintaining a land bank for residential and commercial development big enough to maintain production for three years, after allowing for future expansion. Mr Bar-

rett does not consider that proposed legislation will have any effect on group land stocks, and stresses that land dealing profits are not pursued.

Meanwhile, British Amzani, now mainly a property company, reports that its assets, following a revaluation of the Kent properties at £11.3m, have jumped from £7.4m to £12.1m. Moreover, the three companies outside the property field are going well and contributing much to the cash flow.

### Briefly

**ATLAS ELECTRIC**  
Income for half year, £1.68m (£1.21m). Taxable revenue, £1.31m (£1.29m). Net asset value a share, 26.5p (43.32p).

**BRITISH SHOE**  
Pre-tax profits for half year, £10.7m (£11.4m). Net is £4.5m (£5.5m).

**CANADIAN PACIFIC INVEST**  
Net profit for first nine months 91 per cent higher at \$99.1m (£41.2m).

**ELLIS & EVERARD**  
Company acquired British Anhydrous Ammonia for £140,000 in shares and cash.

**ENERGY SERVICES AND ELECTRONICS**  
No interim dividend (0.31p) and amount of final will depend on

results. Interim pre-tax profits, £27,000 (£37,000). Attributable £15,000 (£9,000). Earnings a share 0.25p (0.59p).

**FRENCH-IRANIAN INV BANK**  
A French-Iranian investment bank, Cie D'Investissement Irano-Francaise incorporated in Teheran, has been formed with Soc Generale de France holding 49 per cent of the initial capital.—AP-DJ.

**GENERAL SCOTTISH TRUST**  
For year to March estimated pre-tax revenue £371,000 (£439,000) with net asset 48p (92p) a share. Not possible to make more accurate estimate of value of holding in Ninian oil field.

**GILTS&SPUR ENG**  
Company has acquired Conex Services of Switzerland, a design organization.

**F. H. LLOYD HOLDINGS**  
Offer for ordinary shares of Coley-Rotolin Group accepted in respect of 95.76 pc. Offer unconditional and remains open.

**LONDON ELECTRICAL & GEN**  
In quarter to September 30 gross revenue £233,000 (£160,000). Net asset value 58p (108p) a share.

**MATSUSETTA**  
Consolidated sales for quarter to August 20 advanced from 3,134m yen to 3,594m yen (£50m). Net profit down from 1,980m yen to 1,520m yen. In first nine months sales were up 18 per cent to 10,540m yen.

**NMC INVESTMENTS**  
Pre-tax profits for half year, £3,000 (£17,000). Profits for full year are unlikely to match last year's.

**SOUND DIFFUSION**  
A further 75,000 shares in SNS Communications have been bought by company in consideration for issue of 71,429 shares in S.D. This gives SD full control.

**STEEL CO OF CANADA**  
Nine-monthly profits are \$80.6m (\$61.4m) on sales \$836.6m (\$683.5m).

### Business appointments

## New executive for Thomson Publications

Mr Robin Denniston, group deputy chairman of Westminster (Publishers) will join board of Thomson Publications, and will become chairman of Thomas Nelson (Holdings) and Michael Joseph and vice-chairman of Sphere Books on January 1, 1975. He will ultimately take over the duties and responsibilities of Mr E. M. Rainbird in respect of the Thomson Organization book publishing companies.

Mr Rainbird will, at his own request, be relinquishing certain executive responsibilities within these companies but remains deputy chairman of Thomson Publications. Mr T. R. Lennon, managing director of Associated Newspapers, will join the board of Thomson Publications.

Dr John Taylor has become deputy managing director of Cyanamid of Great Britain.

Mr K. Siphonstone, managing director of the industrial division of the Take-Over Panel, has been appointed deputy chairman-designate of Sale Time. Dr R. T. Alsop becomes managing director.

Mr T. A. Bowring has retired as chairman and director of Bowring Steamship and C. T. Bowring (Underwriting Agencies) but will remain a non-executive director of C. T. Bowring. Mr Peter Bowring has been appointed chairman of Bowring Steamship and Mr Peter

Stoddart becomes chairman of C. T. Bowring (Underwriting Agencies).

Mr E. P. MacColl, adviser to the board of Gillett Brothers Discount in London, has been appointed the company's representative in the Middle East.

Mr Trevor Crow becomes managing director of Systems Construction (UK).

Mr J. M. Fraser has been made a director and chairman of Greenfield and Kennedy Holdings in succession to Mr R. B. Hill. Mr J. Adams joins the board.

Mr K. W. Jenks and Mr J. A. Crofts join the board of Associated Sprayers.

Mr Denis Acheson has been appointed chairman of RST International Metals. Mr J. D. Walcott and Mr R. S. P. Pinquet become directors.

Sir Michael Milne-Watson and Mr R. Y. Stevens are to relinquish their appointments as chairman and managing director of Williams Press on December 31. They will be succeeded by Mr W. A. Hawken and Mr R. A. Daniels respectively.

Mr J. N. Clarke has been nominated an executive director of Charter Consolidated.

Mr T. Fox, director of Kleinwort Benson, has become a director of the London board of the Bank of New South Wales.

## Man Liners full offer

By Terry Byland

Holders of the outstanding 9 per cent of the equity in Manchester Liners not held by Furness Withy (62 per cent) or Eurocanadian Shipholdings (29 per cent) today receive the formal offer for their shares from Eurocanadian. As expected, the offer documents include a letter from the chairman of Liners, urging acceptance not only on the traditional "fair and reasonable" grounds, but also on the more telling one that there is "a real possibility" of a decrease in share marketability.

The board of Liners are accepting in respect of their holdings, which total about 12 per cent of the equity. The individual stakes of the board members have remained unchanged since the last balance sheet although Mr R. Stoker (chairman) as co-trustee of a family trust sold 28,177 ordinary shares at 155p on October 15. Acting together with another board member as trustees of Manchester Liners, Pension Fund, Mr Stoker also sold 30,000 ordinary shares at 155p on the same day.

The formal offer also discloses details of Eurocanadian's share purchases. Having bought at prices from 53p to 85p a share between July 17 and September 30, Eurocanadian paid 94p on October 7 for 50,000 shares and 95p on the following day for a further 10,000. On October 14, Eurocanadian bought 1,476,593 shares at 155p, the peak of the share price rise.

Eurocanadian Shipholdings is a Bermudan registered subsidiary of the CAST group, a private Canadian company founded six years ago. Control of Manchester Liners remains firmly held by Furness Withy, which also increased its stake when Eurocanadian was buying shares.

### Freight report

Tanker rates plummeted last week as ship owners vainly sought to find employment in the Persian Gulf. The outlook is as bleak as at any time in this exceptionally bad year. Rates are moving progressively lower in minimal trading.

From a mid-October peak of Worldscale 77.5 (\$8.04 a ton) very large crude carrier premiums last week had dropped to Worldscale 55 (\$5.70)—for the only booking recorded. By Friday some vics were down to offering Worldscale 50 (\$5.18) and were still unable to find cargoes.

"There is every indication that trading this week will see vic rates move down to the Worldscale 40s (\$4.15)", brokers Galbraith Wrightson commented.

### positive culture films training

years ago the seeker after a management training could find little in Britain or American productions. he has, if he scans the list almost an embarrassment of riches.

Recently the British Industrial and Scientific Film Association and the British Institute of Management hold management training film competitions. Last month eight finalists judged for this year's of the trophy presented by Imperial Group and the certificates of merit from V.

went to Video Arts Management Training Results (general management) and Millbank Films' Red Triangle (communication).

is the area that includes versatility? The qualification try is "films either with a recognized element skill or some more subject handled in a

way that is regarded as training for managers". So last time the Imperial Trophy went to an excellent Rank Aldis production, Letter writing at work.

Breadth of definition is a good thing for the field is more extensive than the newcomer to it sometimes imagines. Twelve feature films to have appeared in a management training syllabus!

But the award winners, and most of the other entries, were tailor made to do particular jobs, and for sale or hire as such. There are also films made by companies for their own training purposes—as there have been for many years. The British Institute of Management's NCB film unit—must look on at current development with a fatherly smile. Many such films have in fact recovered part, or all, of their production costs in sale or hire of prints to other firms.

However there is an obvious difference between the bonus of revenue for a film you have made for good internal reasons, and the hard reality of a P and L account where there is no such internal purpose.

As the output of management training films has increased so dramatically in the past few years the onlooker has wondered whether the market was not becoming saturated.

Statistics are scarce, but one can do some rough sums, with

price tags on the films of £125 to £200 for purchase, hire at between £5 and £10 a day, against production costs ranging perhaps from £5,000 to £10,000 and more. Clearly this new growth industry must be looked at in its own marketing productions.

An increasing part of the answer lies overseas, mainly in English speaking countries, but encouragingly also in Europe.

In the wider area of industrial films generally Britain has appeared for years past to have a lead over the rest of the world.

It may be hoped that this year's less good performance at Helsinki is a temporary aberration, but it is interesting that our only gold there went to another Millbank training film, Nobody's Fault.

A French visitor to last month's competition suggested that our quality rests largely on our relative strength in excellent second rank actors. Many would say that our script writers have a good deal to do with our successes.

In any case next year may see a further test of our quality, for talks are in progress that will give us in 1975 a symposium of the best of our management training films and the best from at least the main European exponents.

In the meantime producers reporting growing interest, and growing sales, abroad admit

that life would be difficult without them.

There is of course more to it than film. The audio visual field has been expanding rapidly of late; the video cassette, for example, after years of gestation, is now a reality, and the small screen is no particular disadvantage when the intended audiences are themselves small, as they so commonly are in management training.

Other a/v techniques that have been with us longer have become increasingly sophisticated. Tape/slide, for instance, with a long and respectable history, is now a considerable alternative to the movie. Brainstorming, from Management Training, is at least worthy of a mention alongside their films.

So, perhaps, that competition qualification is still not wide enough, while it restricts itself to film. The number of possible other ways, and their availability, are increasing and money constraints will ensure that more people every year will be shopping among them for cost effectiveness.

The wiser producers are already geared to give shoppers the right answers. It seems reasonable to believe that all will still be well in this small but successful British industry, where the apparatus is changing but the expertise remains the same.

Eynon Smart

## Ports begin to reap North Sea jobs harvest

before the first North floods into the balance sheets gap, the Scottish and- will have suffered conservation battles, the west of Scotland, will have been a hopeful of oil-related work "job hungry" Clyde.

the east, the river Forth quietly attracting a slice of the North Sea. In the deep and sheltered waters of the Forth, ex-ion rigs set down their feet to be serviced or ed. Already one site has developed to build the jackets for the production

their upstream there are to turn another site over duction of concrete plat- A fabrication yard has a order book for building dules which top the steel crete jackets, while an- company produces the of piping needed to trans- oil or gas from platform

re, until recent years a which was undersized and s reawakened by oil- ited activity. Service ves- y from the river to the platforms and rigs. The ed to haul around the onery of the North Sea e from the docks.

are large storage areas,

heavy engineering facilities and a hinterland of smaller engi- nears in Fife earning more of the lucrative spray which North Sea oil is generating.

Upstream lies Grangemouth, processing more than nine million tons of crude oil fed by tankers. There are plans which could double this capacity, making the refinery the largest in Europe. The Forties field will also boost activity.

A pipeline feeding crude oil from the Forties to Grangemouth will be continued to a tanker terminal at Hound Point, about a mile downstream, on the railway bridge. It will be linked to a £27m oil tank farm and gas separation plant which will allow larger tankers to use the Forth.

A new dock at Grangemouth which opened recently accepts product tankers of up to 24,000 tons deadweight. About £20m has been invested in the Grangemouth refinery and chemical plant, and this could be doubled over the next few years.

This surge of oil-related traffic has been added to a river which was already busy with cargo vessels linking Scotland with Europe, with bauxite ships discharging to the aluminium works at Burntisland and assorted warships from fishery protection

vessels to nuclear submarines sailing to and from the royal naval dockyard at Rosyth.

Mother ships of the Lykes line dispatch barges at Leith which have brought goods from the upper reaches of the Mississippi. This growth of traffic, and particularly the imminent arrival of the large tankers, has required a keener watch over shipping movements on the Forth.

A navigation service is to be operated from Leith which will maintain continual radar surveillance of shipping east of the Forth bridge. It will be run by the Forth Ports Authority and paid for from conservancy dues.

Mr Iain Reid, head of commercial services for the authority, said that North Sea oil has shown the tremendous potential of the river. Because of the nearby road and rail facilities, the engineering services available and the proximity to Edinburgh, oil had been absorbed much more easily than in the remote north-east of Scotland.

Business at the Forth ports had risen by at least a third during the past six years, he said, and while oil represented "a nice slice of income", no one could reliably say how long it would last.

"There is great opportunity here for other business, but oil is probably the strongest cause for optimism."

"Even now, with the nearest rigs and platforms sited around Shetland and opposite Aberdeen, we are benefiting. The North offers the deepest and most sheltered facility on the east coast. A really slick turn-round operation and the back-up of a major port for the supply ships makes up for the extra distance they have to sail". Mr Reid said.

For the Kingdom of Fife along the north shore of the Forth, oil has produced excellent opportunities and accounts for perhaps 15 per cent of all new industry. It is reviving the towns of Methil and Burntisland, where traditional mining and shipbuilding has slumped.

Redpath Design Long and Burntisland Engineers and Fabricators are producing the heavy hardware for North Sea oil production. A Scottish-led consortium has plans to develop a giant concrete platform production on a relict dockland on Burntisland.

The development would provide 500 jobs and the application is under consideration. Then will come the search for firm orders from the oil industry which has held up earlier development here. The oil companies remain guardedly conservative about new platform designs.

Ronald Faux

## Survey sees recession as biggest threat

Alan McGregor, chief economist at short-term measures of recession should be priority over policies for with inflation or pay-deficits, the United Economic Commission says in its annual

ices of primary commodities, including oil, remain at present levels or even fall. The impetus they have to inflation will eventually ear, even if some time has se before recast increases seek their way through nomic systems.

survey says top priority also be given to organizing rease of investment and ption in industrialized as non-oil producing deve-

loping countries as a logical response to the sudden increase in savings by the oil producers.

"Failure to reach agreement on the distribution of the aggregate oil deficit arises in part from a general failure to recognize sufficiently the social and political differences between countries and the different constraints on policy that these produce", the survey says.

Because of this situation countries with severe current account deficits and rising unemployment had very little room for manoeuvre, since any attempt on their part to hold off recession would automatically worsen their deficit and reduce their ability to finance it.

"Inflation is at present underpinned not only by the

higher oil price, but also by persistent scarcities of food products which are important to consumers", the ECE says.

"If a high level of unemployment is unacceptable, then policy making must start from the assumption that little can be done to reduce inflation quickly and to any greater extent than would come from the general fall in commodity prices under stabilization of oil prices."

It identifies the world's most urgent economic problem today as the fact that several poor countries will not have their basic needs for consumption goods and input materials covered.

Vanya Walker Leigh writes: Ministers of 19 countries meet here tomorrow to set up an

association of iron ore exporting countries, probably based in London. Representatives of 16 developing countries will be joined by "participating observers" from Canada, Australia and Sweden.

Discussions in a three-day technical preparatory meeting last week revealed major differences on what the association's objectives should be. Algeria, Venezuela, India, Peru and most of the other developing countries are keen to establish an aggressive OPEC-type body; Brazil, Sweden, Australia and Canada favour a weaker intergovernmental study group.

The technical meeting agreed, however, to transmit to ministers proposals for a 150 per cent increase in iron ore prices.



# The Times Veuve Clicquot Champagne

## Award for A Woman in a Man's World

There are awards for beautiful women, for women connected with the Arts, for women in sport—but there is little recognition for women working in areas where men are dominant—the City, industry, high finance, planning and transport for example.

For a second year, The Times and Veuve Clicquot Champagne wish to recognise a woman who has succeeded in such an area of business.

The inspiration behind the Award was La Veuve Clicquot—founder of the famous Champagne House bearing her name. A young widow, who flouted the stiff conventions of the eighteenth century to become, possibly, the first lady tycoon of the era.

Last year's winner was indeed a modern reflection of La Veuve. It took Mrs Brummell thirty years to climb steadily to the top of Benford Limited, Britain's largest manufacturer of concrete mixing machinery. Now as Managing Director, Mrs Brummell is responsible for a public company with a turnover of £8 million, heavy export commitments and a work force of over 800 people. A woman most worthy of the "Woman in a Man's World Award".

The Award will be made on the results of the nomination in which friends, colleagues and even rivals of an outstanding business woman may participate.

Write your name and address in the

space provided, and return your entry to "WOMAN IN A MAN'S WORLD", Bryan Todd, The Times, P.O. Box No. 7, New Printing House Square, Gray's Inn Road, London, W.C1 8EZ.

Complete the nomination form giving the reasons for your choice and listing your nominee's achievements in the world of business.

A prize of two cases of Veuve Clicquot Champagne will go to the person who successfully nominates the winner.

The Award

The Times-Veuve Clicquot Woman in a Man's World 1974 will receive the following prizes:

A vine to be named after her in the world-famous Clicquot vineyards.

An expenses-paid visit to two to three vineyards and the vineyards for the vine christening ceremony.

To be appointed Une Amie de la Veuve, at a traditional ceremony in the Clicquot caves, becoming one of a select circle of friends of the House who receive a bottle of The Widow every birthday.

A silver replica of Madame Clicquot's own Tasse de Vin.

A case of La Grande Dame—a very special vintage Champagne from the vineyard owned by La Veuve Clicquot during her lifetime.

A presentation reception will be held in the Boardroom of the Times newspaper.



### Nomination

I nominate \_\_\_\_\_

Her company is \_\_\_\_\_

Her status \_\_\_\_\_

My reasons for nominating her are as follows \_\_\_\_\_

The difficulties incurred in this particular occupation by a woman are \_\_\_\_\_

Nominator's Name \_\_\_\_\_

Address \_\_\_\_\_

Daytime Tel. No. \_\_\_\_\_



CHAMPAGNE  
MAISON FONDÉE EN 1772

FINANCIAL NEWS AND MARKET REPORTS

Tight credit holds back Wades Stores

Although turnover for the first four months of the current term has been maintained at the same monetary level at Wades Departmental Stores, Mr W. Dixon, the chairman, warns that it will be hard to achieve any real increase in the volume of turnover until the Government relaxes credit restrictions.

Meanwhile, in view of the economic climate, the board has decided that it is wiser to preserve liquidity, and has therefore sanctioned a further expansion beyond the two branches at Carlisle and Whitehaven. The company is, however, in a strong position to pursue its policy of expansion when the time is right.

Grindlays-BBC

Holders of about 92 per cent of the British Bank of Commerce equity have now accepted the offer by National & Grindlays Bank. The offer is now unconditional and remains open.

Tollgate Holdings

Another record year has been enjoyed by Tollgate Holdings, the South African transport group. Turnover rose from £27.6m to £32.3m and taxable profits from £4.7m to £5.47m. The attributable improved from £2.55m to £3.19m.

Because of unsettled economic conditions, it is hard to forecast results for current year.

Heenan Spark

A pro forma balance-sheet included in the accounts of Heenan Spark to give the effects of a disposal and purchase since the year-end shows that the net result of these

Great Boulder slump

Net profits at Great Boulder Mines jumped in the year to end June from \$41.40m to \$190,000. The profit was struck after mine amortization of \$830,000 (\$249,000), depreciation of \$395,000 (\$254,000) and lifting off exploration costs amounting to \$76,000 (\$79,000) and crediting dividends of \$907,000 (\$669,000).

Bank NSW lower

With a lack of deposit growth affecting the second half, profit after tax of the Bank of New South Wales fell from \$36.4m to \$34.49m in the year to September 30. Total dividend is up by one cent to 28 cents.

The bank says that costs were greatly increased by tighter liquidity and the higher cost of funds.

More share prices

The following companies will be added to the London and Regional Share Price List tomorrow and will be published daily in Business News: Commercial and Industrial EGA, Heston Centre Properties, Jackson and Steeple Weeks Associates.

Brokers' views

The City's attention is now fixed upon November 12, when Mr Healey will unveil his mini-Budget and either satisfy or disappoint those who are calling for inflation. Several stockbrokers bear witness this week to the anguish with which investors in the investment community view the economic and industrial scene.

Phillips & Drew warns that Britain faces an "inflationary tornado" unless a tighter income policy is introduced. A figure of one million unemployed in the winter of 1975/76 is regarded by P & D as almost inevitable now. The firm's views on the need for assistance to corporate liquidity are reviewed in the Financial Editor's column.

Discussing Budget prospects, Kemp-Gee stresses the importance of the balance of payments deficit which, thinks the firm, will strictly limit any inflationary manoeuvrings. Kemp-Gee would prefer to see

Euromarkets

who have trimmed their inventories to a minimum, clearly do not have enough bonds to satisfy the demand. As a result, they have been marking prices up drastically to avoid losing what is left of their inventories.

Not unnaturally, investor appetite for new Eurobond issues has become voracious. For example, an offering this week of £100m (about £4.5m) for the urban community of Quebec's five-year notes sold as high as 102 bid, 104 offered, before settling back on Friday to 100.5-101.5.

The notes were offered on Tuesday at par with a 102 per cent coupon. Similarly, a Can\$15m option maturity issue of the city of Quebec rose to 104-105 during the week, before profit-taking trimmed the price on Friday

Unexpected bond shortage

A new, and perhaps welcome, complaint has hit the Eurobond market—a shortage of bonds, AP-Dow Jones reports. This development contrasts vividly with the past 18 months or so, when investors were selling bonds most of the time to buy money-market instruments because short-term interest rates were so high.

Now that short-term rates have dropped substantially, the process is in reverse. Dealers,

Eurobond prices (yields and premiums)

Table with columns for Eurobond issues, prices, yields, and premiums. Includes entries for American Motors, Anglo-American, and various international issues.

Results

TODAY

Interims—Amalgamated Industrials, Aquascutum, Baker Perkins, Burrell and Co. Electrocomponents, Eastern Cement, Fyfe, the Dale Textiles, Lyth and Lyon, Ocean Wilson, Pritchard Services, Tysos Contractors, Finlays—Bryce, Central Manufacturing and Trading, United Kingdom Prop, United Tin Areas.

TOMORROW

Interims—Avery's, Booth Interiors, Caley Ryder, Channel Is and International Inv, Farm Feed, Foster Bros Clothing, Goldring, J.P.A., Scottish Heritable Est, Finlays, Jackson and Steeple Weeks Associates.

The Times Share Indices

Table showing share indices for various sectors: The Times Index, Industrial, Financial, and others, with current and previous values.

FRIDAY

Interims—G. F. Lovell, Finlays—Fourth City and Commercial Inv, Iford, Nat Bank of Australasia.

Commodities

Opec and copper: No smoke without fire, says Rudolf Wolff & Co

Fireworks hit the London Metal Exchange a little early this year. On Wednesday the copper market suddenly exploded with reports of a \$4,000/m Opec plan to assist the copper-consuming countries of Chile, Peru, Zaire, and Zambia) as doing a lot of talking without taking any positive action to correct prices that they dislike.

The market has not yet been fixed but it is expected to take place some time this month.

However, all the signs point to even lower prices than that currently being paid. The world's largest consumer—the United States—is either in or very near a major recession.

Latest car output and sales figures by Ford Motor and Chrysler are pretty bleak. In October, Ford produced 22,752 units, a drop of over 15,000 compared with a year ago. Chrysler sales were down almost 40,000 at 14,916.

United States factory orders for manufactured products showed the biggest fall at 3.3 per cent or \$3,030m since January, 1970. In September, and measured in 1967 dollars to eliminate the impact of inflation, construction (a major source for copper usage) spending ran at an annual adjusted rate of \$74,900m, down 1 per cent from August and a sharp 15 per cent from a year earlier.

Principal United States producers are still selling copper for delivery this month. Usually they begin selling two to three weeks in advance for delivery in a given month, and when business is good the books are closed in a week or so. Now, however, they still have copper to sell and it is understood they did not sell all they had for delivery in September and October.

With world stocks climbing—according to the Copper Institute in America they were 148,719 short tons higher in September over a year ago—and, as yet, no action from Cipec then prices can hardly move very much above current levels. Indeed a further fall to the mid \$500 mark looks more than likely.

Sugar limit raised

One of the most frustrating factors in commodity trading is having to work within price limits. In the longer run, however, there has been an order to buy or sell and finds that he cannot deal because

By John Woodland

FRIDAY

Interims—G. F. Lovell, Finlays—Fourth City and Commercial Inv, Iford, Nat Bank of Australasia.

Unit Trust Prices—change on the week

Large table showing unit trust prices and changes over the week. Columns include trust names, current prices, and weekly changes.

Weekly list of fixed interest stocks

Table listing fixed interest stocks with columns for stock names, prices, and yields.

Bank Base Rates

Table showing bank base rates for various institutions like Barclays Bank, FNC, etc.

Arabic text at the bottom of the page, possibly a signature or publication information.

Commercial and Industrial Property



North Circular Centre Prestige Office and Distribution Centre (Ideal Headquarters Building) Rapid access to Motorway system 72,000 sq.ft. Warehousing 23,000 sq.ft. superb Offices Available February 1975.

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Property

Progress on smaller buildings

Announcements of really large office development schemes are scarce these days, which is not surprising in view of the impending Budget, but there are quite a number of smaller operations coming along in various parts of the country.

One is a building of unusual design on which work has just started in Horsham, Sussex. A development by the Graylaw Group, it will provide 8,100 sq ft net of offices, and the design, by Armstrong, Smith Associates, is for a star-shaped structure with each of its four storeys constructed at an angle of 45 degrees horizontally to the adjacent floor. Each floor of 2,025 sq ft will be suitable for open-plan use or for subdivision.

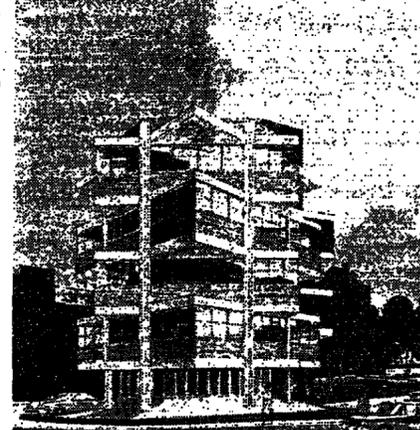
There will be parking for 30 cars, mostly under the building. Letting is through Healey and Baker, of London, and Whitehead, of Horsham. The site is at the junction of London Road and Springfield Road and completion is due in June.

Construction has also started on a new office scheme in Bristol, where there has been much activity lately. The building will provide about 80,000 sq ft and will comprise a U-shaped block of six storeys with an adjoining rectangular four-storey block. The scheme is being carried out by the Scottish Life Assurance Co, and design is by Group Architects/Engineers DRG, of Bristol.

John F. Farquharson and partners have been retained by Scottish Life to design and supervise the structural engineering aspects. Completion is due in 1976, with letting through Healey and Baker, of London, and Whitehead, of Bristol. The site is in Temple Way and bounded by Broad Plain and Avon Street.

Nearing completion at Burnley, Lancashire, is an office block near the town centre and close to the railway station. The scheme is being carried out by Stephen House Properties, of London, in conjunction with Lazard Property Unit Trust. It will provide a total of 26,425 sq ft on ground and four upper floors. Each of the upper floors will contain 6,013 sq ft, with 2,373 sq ft on the ground floor together with a prestige entrance hall.

The site is in Bethesda Street and will be within half a mile of the new M65 when it is opened. Letting is through Michael Goodman and Partners, of London. Edwards, Lockwood and Partners, of Manchester,



The Graylaw Group's new office development at Horsham, Sussex.

and H. W. Petty and Co, of Burnley, A rent in the region of £1.75 a sq ft is being looked for.

In Cheltenham a good modernisation and extension operation has been carried out at Bradley House, a Regency building in Bayhill Road. The work has been done by Leonard Desmond and Co, and the building now provides about 12,000 sq ft of offices. The original front has been retained and the extension has been designed by Ian Keepe.

An underground car park has been incorporated. Letting is through Healey and Baker, of London, and Whitehead, of Bristol. The site is at the junction of London Road and Springfield Road and completion is due in June.

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which is adjacent to the Parkington Quay container terminal is planned to cover about 77 acres with a total of one million square feet of industrial and warehouse space. In the south-east work is nearing completion on the Paddock Wood Distribution Centre, a site of 20 acres adjoining a recently opened Transfesa International rail freight terminal and linked to it by a bridge which spans the rail bed. The centre will provide about 360,000 sq ft of warehousing, to be let in units ranging from 1,800 to more than 50,000 sq ft. There is provision for 140 lorries and space for cars near each unit. A proposed future development will provide an office block and a cold store. Letting agents are Bernard Thorpe and Partners and Lambert and Symes.

Another large industrial undertaking coming along well is Trafalgar House Developments' Tuscan Trading Estate, in London Road, Camberley. The first phase, covering 6.5 acres with a total of 120,000 sq ft of warehousing has been let through Hampton and Sons, retaining include Stewarts, Cassell and Carry (Wholesale), Associated British Foods, and Debenhams, Ltd. There is also a new office block of 10,000 sq ft.

The estate, which was the former Trollope and Colls concrete pipe works, is just to the north of Camberley, giving on to the A30 and the Blackwater Valley link between the M3 and the M4 will pass directly beside the estate. It is proposed that in about 18 months a further 440,000 sq ft of warehouses and factories will be available. The First National Bank of Atlanta is the latest American bank to start operations in Britain. It has leased 1,500 sq ft on the rear ground floor of Leith House, Gresham Street, London, EC. The bank was represented by Jones Lang Wootton, and the City of London Real Property Corporation, the lessors, by De Groot Collis.

The agents are Weatherall Green & Smith, Ultimately the Galliford development,

Gerald Ely

WINDSOR Prestige offices, 2,500 square feet, fully equipped, available from January to September 1975. Tel. Windsor 53431, ex. 14

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VICTORIA S.W.1 Small period office building recently modernised. LEASE FOR SALE GEORGE THORPE & SONS 43 HOLBORN, S.W.1 01-236 5096

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St. George's House Cheltenham 62,000 sq. ft. of brand new office space. Situated in the very best part of Cheltenham—the commercial and cultural centre of mid-west England. An ideal place in which to live or work. Cheltenham is an elegant town in a fast growing area, well served by motorway and exceptionally convenient for London, the Midlands, Bristol and South Wales. For full details please contact the joint letting agents: JONES LANG WOOTTON 123, The Promenade, Cheltenham, GL50 1NW Telephone 0242 23043 103, Mount Street, London W1Y 6AS Telephone 01-493 6040 A Capital and Counties Development.

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